

State, said in Washington that the Rhodesian authorities "should understand clearly that under no circumstances can they count on any form of American assistance in their effort to prevent majority rule". Last week's announcement by Mr Smith had resulted in "a new and more dangerous situation" (report, page 7).

ating from its territory into Rhodesia.

On the contrary, this is a long list of crimes, ranging from murder and robbery to sabotage and abduction by terrorists passing across the border," Mr van der Byl said. He called on the Botswana Government to co-operate with the Rhodesian authorities in controlling their common 400-mile border.

Last month the Botswana Government rejected a Rhodesian request for direct talks on the mounting border tension. Instead, Botswana took the issue to the United Nations Security Council, alleging "aggression" by Rhodesian forces.

Rhodesia has repeatedly claimed that the increasing guerrilla activity in southern parts of the country results from insurgency from Botswana.

Although Rhodesian forces in the Manama area have been strengthened, there is no indication that Rhodesian troops have crossed the border in pursuit of the students and staff. There has been no official indication of what action the Rhodesian authorities propose to

made for parity of representation at divisional board level.

The TUC says that a common thread in all the state sector developments is the belief that the representational rights of workers in the public sector should be "at least equal to those in the private sector." The right to be represented at board level should also be an integral part of the new law, whether the unions choose to exercise it or not.

Union leaders in the public sector have also asked to submit reports on their progress in negotiating worker participation in their industries to a further meeting of the TUC nationalized industries committee, which is likely to be held in early next month. That will be long before the expiry of the consultative period laid down by the Government for the private sector.

Mr Jack Jones, the transport workers' leader and a TUC-nominated member of the committee, said he had been elected chairman of the nationalized industries committee. He is understood to be looking for quick results in state industry bargaining over worker-directors to buttress the union drive for similar reforms in private enterprise.

The final sentence of the TUC document suggests further internal TUC talks "recognizing that the likelihood of a new winding-up of parallel rights to organized workers in both sectors of the economy."

Public sector organizations listed by the TUC as being affected by the forthcoming privatization are the British Steel Corporation, the Post Office Corporation, British Airways, British Rail, British Gas, the Electricity Council, the

Continued on page 3, col 1

The South African President is to be given wide powers to enforce wartime-type censorship in the event of outbreaks of internal unrest under a Bill introduced yesterday and expected to become law this year. The censorship regulations could be imposed on both foreign and domestic journalists. Another Bill will extend the scope of "petty apartheid" regulations. **Page 7**

Hostage flies home

A special aircraft flew from France to Libya to bring back Mme Françoise Claustre, the archaeologist released after nearly three years as a hostage of the rebels. The release of Mme Claustre and her husband was arranged by Colonel Gaddafi, the Libyan leader. **Page 7**

Behind the shield

Green Shield trading stamps are collected by three quarters of the population, a report by The Economist Intelligence Unit says. Outlets include 10,000 food shops and 9,800 garages accounting for half of all petrol sales. **Page 5**

cent of new investment would be in Scotland and would include offshore developments. BP also hopes to recover its initial investment in the North Sea of £850m some time next year Page 17

Arab blacklist fear

The Metal Box industrial group, based at Reading, is considering pulling out of a 25-year-old investment in Israel because boycott threats have been made by Arab countries to several of its major customers. Page 17

Trunk road delay

Restuffing of the trunk-road programme as a consequence of the recent £40m expenditure cuts is announced by the Department of Transport. Priority is being given to the Malmesbury and Ludlow by-pass schemes, among others, and to London's outer orbital road Page 3

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inaugurated by President C
d'Estrang. Not since Eiffel pu
tower has a Paris building cause
controversy

New Grapo threat

A leaflet sent to foreign correspo
in Madrid threatened that more
Spanish politicians will be kidn
to force the Government to
political prisoners. It purported
from Grapo, the underground or
tion claiming responsibility for k
ping two politicians and killing
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Stormont talks: A new round o
between Ulster local politician
Mr Mason, the Secretary of State,
at Stormont

Cairo: Egypt makes amends f
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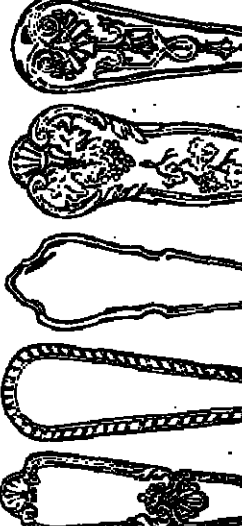
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There is sheer pleasure simply in handling the elegant, well-balanced weight of fine sterling silver cutlery—and the beauty of silver adds the final distinction to any dinner table.

Garrard are famous for craftsmanship, in styles both modern and traditional. Traditional too is the choice of silver cutlery as a gift: perhaps a complete service in its own cabinet, perhaps a small number of pieces given annually until the service is completed. Choose Garrard silver cutlery—a gift of lasting beauty.

Catalogues of Sterling Silver or Regent Plate cutlery are yours—just for the asking.



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In addition, there had to be more investment in the use of the country's resources to enable British companies to compete more effectively in world markets.

The decline of the value of sterling has enabled exporting to become profitable. The question must now be focused on the non-price aspects of competition.

Any cut in unemployment must come from exports, he said, backing this up with a vivid description of the difficulties into which the United Kingdom had run during the last year, which he described as a "catastrophe" to those who persist in believing that money does not matter."

His clearest thing yet seen to a statement that last year's policies were wrong, coupled

the court and whether it could make him do those things which he was acting as he had done; and whether Mr Gourier, on behalf of the National Association for Freedom, could be granted a writ of habeas corpus against the Government on both points. Lords Justice Lawton and Ormrod ruled in Mr Silk's favour.

On the question of Mr Gourier's rights they ruled that only someone with a personal interest in the case or issue could bring a writ of habeas corpus. As MPs questioned the issue for an appeal to the Lords, suggesting that Mr Silk should take the Cabinet's advice, the Attorney General refused to be held responsible to the Cabinet on the matter.

From Fred Emery
Washington, Jan 31

President Carter said on the campaign trail, and apparently meant it, that he would open his weekly Cabinet meetings in partial press coverage. Today, he told his Cabinet that he was considering the possibility of admitting a single news reporter, who would issue a "pooled account" for the rest of the press.

The President acknowledged at the start of today's session that there would be obvious problems, such as national security and the presence of the press might inhibit the making of a frank suggestion that could look silly in print.

But he also hinted that these might not be real obstacles because they could proceed without specific attribution, and there would be leaks anyway from the press. A large group of Cabinet meetings attended by the President, the Vice-President, the secretaries of the 11 Government departments, and numerous members of the White House staff.

"My own feeling is that the last Cabinet meeting was superb—absolutely unprecedented—and I want the people to know that the Government is in good hands."

Aspen, Colorado, Jan. 31.—Claudine Longet, the French-born singer, was today sentenced to 30 days in jail for a charge of homicide shooting of her lover, Vladimir Zerkov, skiing champion, and was told that she could serve it any time before the end of summer.

Her former husband, Mr. Andy Williams, the singer, was today in the courtroom as the district attorney, Louis F. W. he hoped the sentence would purge public hostility towards her.

"It is apparent there is a segment of the public nation-wide which does not know that she did not intend to cause the tragic death of 'Spider' Sabich and was never charged with that," he said.—Reuter.

An articulated lorry, with 5,000 gallons of whisky ablaze, blocked the Glasgow to Edinburgh motorway near Newhouse, Strathclyde, last night, after being in a multi-vehicle collision in dense fog, five people were taken to hospital.

Black ice, freezing fog, heavy rain, sleet and snow made driving conditions hazardous in many parts. In Westmorland and Cumbria the A66 was blocked at Kettlewell, and the A6 was blocked at Ship.

Yorkshire had freezing fog, and in the Midlands and East Anglia black ice hampered drivers. Glasgow airport closed because of fog.

Weather forecast, page 2

self, with five aircraft and two helicopters searching hundreds of square miles of Uganda from dawn to dusk. But they had found no trace of the missing aircraft, the radio said. President Amin was quoted as saying: "With the blessing of God it will be found."

It appeared that the occupants, who include the Hungarian-born authoress Gerda Weiss, who disappeared in 1972, were stranded for a second night in wild and uninhabited country.

Uganda radio said earlier that there were 12 Britons on board were not correct. The aircraft contained 16 Britons and two Ugandan officials. The Britons were in Uganda as guests of President Amin for his week-long celebrations marking the sixth anniversary of his military coup.

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Stormont talks: A new round o
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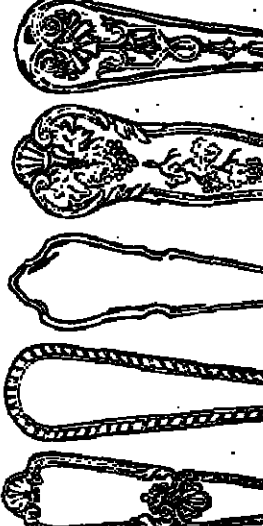

Cairo: Egypt makes amends f
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HOME NEWS

Om cuts will mean ay for some big nk-road projects

But several other important routes, including the Mill Cambridge to London motorway, will be delayed as a result both of the moratorium and the £40m cuts on the 1977-79 programme announced at the same time.

Summer, 1977: M25, Sevenoaks interchange; M25, Runnymede interchange; M11, A120—Stump Cross; M11, Cambridge Western by-pass; M25, Dunton Green—Wrotham; M25, Sandhurst Link; A40, Ludlow by-pass; A54, Malton by-pass.

Autumn, 1977: M25, Enfield Drive (A11-A10); M25, A12-A12; A34, Ashridge Farm—M4; A40, Ealing Western Avenue—Greenford Road.

Spring, 1978: M20, West Kingsdown—Wrotham; M20, Sellindge—Folkestone; M20, Ashford—Sellindge; M42, Tamworth (Water Over) section; M5, Telford to M6; M56, Hapstead—Stoke and Stoke interchange; M58, Aintree—Skelmersdale; A1, Redhouse junction; A3, Burghley—Leeds mead diversion; A5, Milton Keynes diversion; A17, Leadenham by-pass; A27, Faversham Street; A52, Borrowash by-pass extension.

On the York to high road, lack of a by-pass is seriously damaging the environment and the town and the surrounding villages are under pressure from the outer orbital road being pressed ahead, sections of the Severn-Trent, inter- and Runnymede all due to start this

mer US chief in e hearing

Mr. Tandler, a Swiss Reporter, said that the United States Government from 1967, is to give evidence in the case against plans for a nuclear power station in the area of the government committee will hear five for Mr. Agee, a 'A' agent. The others are MacBride, Nobel prize winner, Mr. Morley, a former aide to Mr. Melvin Wolf, director of the American Liberties Union, and Mr. Bunker, Chilean or to Britain under the Administration. The Home Secretary, Mr. Healey, has given an assurance that Mr. Agee is allowed to choose a other than the ates, where he might for writing a book. Mr. Grant, Mr. Agee's said the assurance had to Mrs. Judith Barr.

Krieghoff paintings 'genuine'

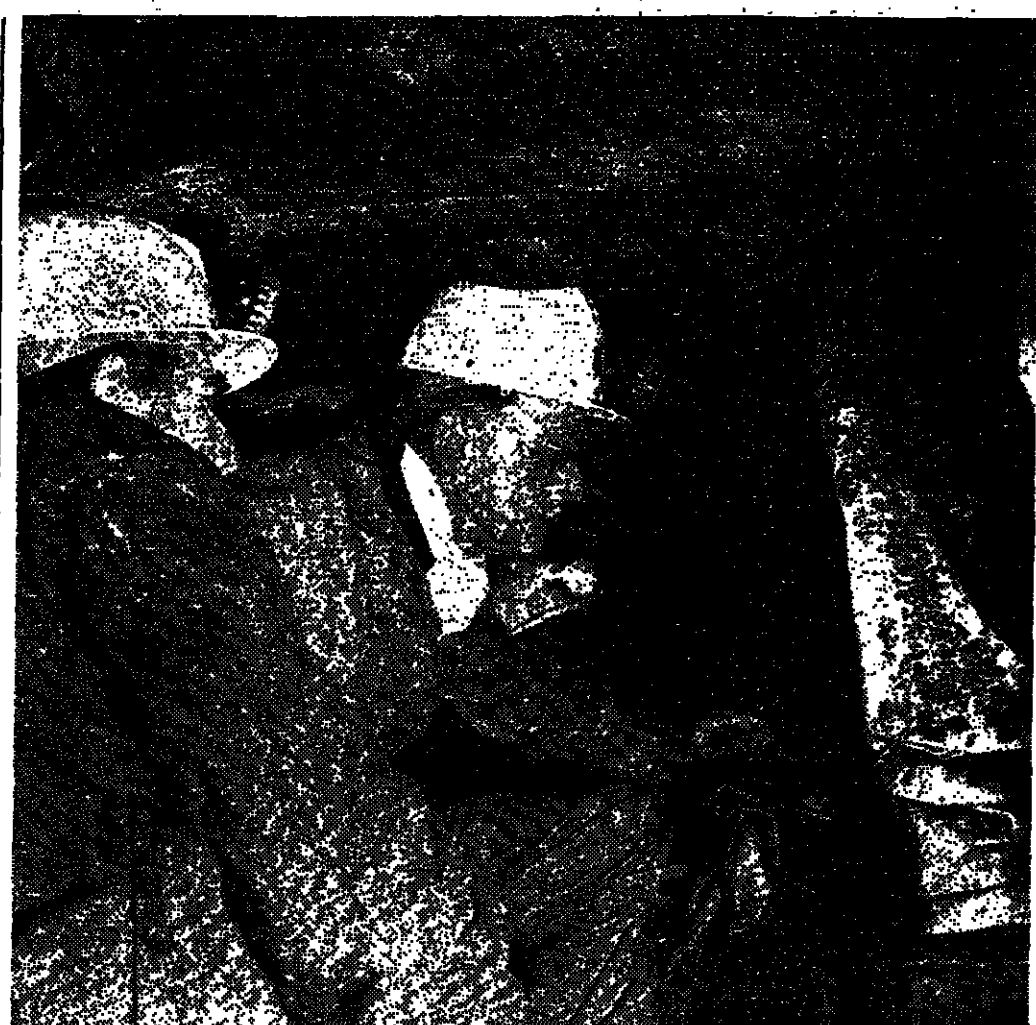
By Robert Parker

Mr. Tom Keating, the man who started in *The Times* last summer that he had imitated the work of many well known artists, has confirmed that two important collections in Canada do not contain any of his pastiches.

He was able to do so during a three-week visit to Canada where he met Miss Jane Kelly, his former friend, who helped him as a picture restorer in Norfolk. Together they visited galleries in Toronto. They found no imitations in the Art Gallery of Ontario, which contains eight works by Cornelius Krieghoff, perhaps Canada's most important artist.

Mr. Keating also saw the Krieghoff collection of Lord Thomson of Fleet, and said that none of his many imitations in the style of the artist was in that collection. He said it was a marvelous experience to see such a fine collection.

When Mr. Keating arrived back at Heathrow on Sunday he was met by Mr. Inspector Peter Goodall, who, since September, has been leading police inquiries into how some of the Keating imitations got on to the art market as genuine works. He went to Scotland Yard.



The Archbishop of Canterbury, Dr Coggan, inspecting a coal-cutting machine during a visit to the coalface at Betteshanger colliery, Kent, yesterday (Diary, page 14).

Double number of women jailed for drunkenness

By Pat Healy, Social Services Correspondent

The number of women imprisoned for drunkenness has more than doubled since a government report recommended treatment rather than imprisonment for offenders six years ago. But economic constraints and the pressures of a high prison population are preventing special teams from being set up to handle drink troubles in prison, and treatment facilities outside remain well below the known need.

Figures released in written replies by the Home Office show that the numbers imprisoned for simple drunkenness have hardly changed since 1971, when a departmental report recommended a wide range of treatment facilities to prevent such imprisonment.

In 1971, 542 people were jailed, including 15 women. In 1975, the latest year for which figures are available, the total was 523, of whom 33 were women. Average sentences for both men and women were 29 days in 1975, compared with 28 for men and 27 for women in 1971.

Mr. Robert Kilroy-Silk, Labour MP for Ormskirk, who tabled the questions, yesterday questioned the value of such sentences, particularly when the Home Office had made clear that there is no likelihood of forming special treatment teams in prison.

"Of what possible use, except irrelevant and unnecessary punishment for people who really need treatment, is a sentence of one month?" he asked.

The inaction of the Home Office is deplorable given the number of people in prison for drink offences.

Only one detoxification centre has been approved so far under the Criminal Justice Act, 1972, which provided for treatment outside prisons for drunken offenders. Up to the end of 1975 the centre handled 462 cases under the Act.

Illness link with aircraft noise, doctors say

People living near Heathrow airport suffer from illnesses linked with aircraft noise, according to a survey by 112 doctors with practices within seven miles of the airport.

Mr. Anthony Renault of the Heathrow Association for the Control of Aircraft Noise, said their next step would be to carry out a more detailed survey.

The fight against crime came high on both lists. Neither group attached great importance either to environmental aesthetics or to closer social relationships.

Both groups attached great importance to good medical care, adequate housing, full employment and keeping neighbourhoods free of crime. The

Land Fund seen as Mentmore solution

By a Staff Reporter

Mr. Patrick Cormack, MP for Staffordshire South-west, has suggested to the Prime Minister that the Land Fund should be used to buy Mentmore Towers, Buckinghamshire, which has been refused by the Government in lieu of death duties on the estate of the late Lord Rosebery.

Mr. Cormack, vice-chairman of the Heritage in Danger society, said yesterday: "Here are a house and collections of supreme if not unique national importance. Surely it was for just such a situation that the Land Fund was devised."

The fund was formed with £50m from the sale of stores after the last war by Dr. Dalton, the Chancellor of the Exchequer. It was intended to be used to preserve historic buildings and outstanding landscapes.

Left and right 'agree on basic priorities'

By Penny Symon

In any serious discussion of politics, the use of the terms "left" and "right" should be avoided, because at the level of the ordinary voter the difference between the values and priorities of either side is so small as to make the labels meaningless.

That is the conclusion of a survey carried out by the Social Science Research Council's survey unit, published in the current issue of the magazine, *Encounter*.

The survey was carried out in 1974. A total of 1,333 adults were interviewed, of whom 82 per cent placed themselves in the "left" or "right" boxes. The rest said that they took no interest in politics, or did not support any political party.

It seems from the survey as if, for the British, the terms "left" and "right" are not ideological concepts, but alternative names for political parties. In that, they differ markedly from the West Germans, who in a similar survey, identified themselves as "left" or "right" but based their choices on general values.

Between the sexes, differences in self-placements were negligible. Differences based on social class were a little more marked, but only members of the unskilled working class departed significantly from the overall average.

Shown a list of eight "aims and objectives which people say that our country as a whole should concentrate upon", and asked to indicate which one they thought most important, a majority on both "left" and "right" chose the same one: the maintenance of a stable economy.

The fight against crime came high on both lists. Neither group attached great importance either to environmental aesthetics or to closer social relationships.

Both groups attached great importance to good medical care, adequate housing, full employment and keeping neighbourhoods free of crime. The

In brief

£60,000 for road crash victim

Roger French, aged 29, of Kings Avenue, Woodford Green, east London, who is paralysed in all his limbs as a result of a road crash, was awarded agreed damages of £60,000 in the High Court yesterday against the London Borough of Barnet and the Lea Valley Water Company.

The hearing will begin today of a dispute between Barnet Council and the water authority as to which of them is liable to pay the £60,000.

Girl 'probably knew killer'

Warrant Officer Terence Reddin, aged 38, father of Heidi Reddin, aged 14, of Downham Market, Norfolk, who was found strangled and sexually assaulted, said yesterday that he thought she probably knew her killer.

Detectives appeal to women or young girls who have been approached by motorists to come forward. They believe that the girl's death is not linked with other cases in Norfolk.

Attempt to keep canal open

The Montgomery Canal Society is restoring seven miles of the canal near Welshpool in conjunction with a Prince of Wales committee scheme which offers boat trips for physically handicapped children. But the scheme is threatened by plans to demolish a canal bridge at Ardleen and build a by-pass.

Heart victim better

Mr. Geoffrey Diston, aged 63, of The Hyde, Hendon, whose heart stopped for almost 15 minutes at Heathrow on Sunday, was improving in hospital yesterday.

Candidate steps down

Mr. William Crossley has resigned as prospective parliamentary candidate for Burton-on-Trent after a meeting with the local party executive to discuss his matrimonial difficulties.

Man dies in fire

Mr. Peter Bell, aged 26, died in a fire at his home in Salford Gardens, St. Ann's, Nottingham, yesterday. Six members of his family were taken to hospital.

Lord Lowther had drug

Lord Lowther, aged 27, the eldest son of Lord Newdale, was fined £300 by Newcastle upon Tyne magistrates today for having cannabis resin.

As you will have guessed, this is an advertisement of the Swiss national airline.

Every day at 09.05 the clock at the Town Hall indicates the departure of a Swissair plane for Switzerland. And at 14.05, 14.55, and 15.00.

Athens. On Wednesdays and Sundays at 14.30 hours, the clock at the Mitropolis Cathedral indicates the departure of a Swissair plane for Switzerland. And also eleven times every week at different hours.

Barcelona. Every day at 14.20 hours, the clock at the Town Hall indicates the departure of a Swissair plane for Switzerland. And also five times every week at 15.30.

Basel. Eighty-eight times every week the clock at the Spalentor indicates the departure of a Swissair plane for 11 destinations.

Belgrade. Every day at 15.20 hours, the clock at the Sahat-Kula Clock Tower of Kalemegdan Fortress indicates the departure of a Swissair plane for Switzerland.

Berne. Every day at 05.20 hours, the clock at the Town Hall indicates the departure of a Swissair bus for Zurich. And also at 09.00, 10.00, 12.00, 15.00, 17.00, and 19.30.

Brussels. Every day at 10.05 hours, the clock at the Mont des Arts indicates the departure of a Swissair plane for Switzerland. And also at 15.50, 20.20, and 21.05.

Bucharest. Every Monday, Wednesday and Friday at 16.25 hours, the clock at the Ministry of Agriculture in the centre of Bucharest indicates the departure of a Swissair plane for Switzerland.

Budapest. Every day at 09.15 hours, the clock at the Pest and of the Margareth Bridge indicates the departure of a Swissair plane for Switzerland.

Cologne. Six times every week at 09.26 hours, the clock at the City Hall indicates the departure of a Swissair plane for Switzerland.

Düsseldorf. Every day at 09.35 hours, the clock at the Grosse Glocke indicates the departure of a Swissair plane for Switzerland. And also at 13.20, 16.20, and 20.05.

Frankfurt. Every day at 10.15 hours, the Little Clock Tower indicates the departure of a Swissair plane for Switzerland. And also at 13.20, 16.20, and 21.00.

Geneva. Three hundred and one times every week, the Flower Clock indicates the departure of a Swissair plane for 61 destinations.

Genoa. Five times every week at 17.10 hours, the clock of the Grattacielo indicates the departure of a Swissair plane for Switzerland.

Hamburg. Every day at 09.35 hours, the clock of the Town Hall indicates the departure of a Swissair plane for Switzerland.

Helsinki. Every day at 08.15 hours, the clock of the Railway Station indicates the departure of a Swissair plane for Switzerland.

Istanbul. Every day at 08.30 hours, the clock on the garden gate of the University indicates the departure of a Swissair plane for Switzerland. And also every Wednesday and Sunday at 14.45.

Lisbon. Every day at 14.10 hours, the clock at the Rossio Railway Station indicates the departure of a Swissair plane for Switzerland.

Madrid. Every day at 08.00 hours, the clock of the Puerta del Sol indicates the departure of a Swissair plane for Switzerland. And also at 15.50.

Moscow. Every Tuesday, Wednesday and Friday, at 09.25 hours, the Kremlin Tower indicates the departure of a Swissair plane for Switzerland.

Munich. Every day at 09.35 hours, the clock at the Town Hall indicates the departure of a Swissair plane for Switzerland. And also at 13.10, and 20.20.

Nice. Every day at 17.00 hours, the clock of Saint-François Tower indicates the departure of a Swissair plane for Switzerland. And also at 19.45.

Oslo. Every day at 08.25 hours, the clock of the Town Hall indicates the departure of a Swissair plane for Switzerland.

Palma de Mallorca. Every Tuesday, Saturday and Sunday at 16.30 hours, the clock of the Town Hall indicates the departure of a Swissair plane for Switzerland.

Paris. Every day at 06.35 hours, the clock at the Hôtel de Ville indicates the departure of a Swissair plane for Switzerland. And also at 09.00, 10.15, 11.45, 16.00, 16.20, 17.45, 19.45, 20.35, 21.45, and 21.50.

Prague. Five times every week at 08.45 hours, the clock of the Loreta Church indicates the departure of a Swissair plane for Switzerland.

Salzburg. Every Monday, Wednesday, Friday and Sunday at 09.25 hours, the clock at the Town Hall indicates the departure of a Swissair plane for Switzerland.

Sofia. Starting April 1, 1977, on Tuesdays, Fridays and Saturdays at 16.35 hours, the clock at the Central Hall indicates the departure of a Swissair plane for Switzerland.

Stockholm. Every day at 08.45 hours, the clock of the Riddarholm Church indicates the departure of a Swissair plane for Switzerland.

Stuttgart. Every day at 10.10 hours, the clock at the Central Station indicates the departure of a Swissair plane for Switzerland. And also at 13.35, and 20.50.

Vienna. Every day at 09.25 hours, the Anker Clock indicates the departure of a Swissair plane for Switzerland. And also at 13.25 and 20.30, and every Friday at 05.10.

Warsaw. Every Tuesday, Wednesday and Friday at 09.00 hours, the clock at the Kings Palace indicates the departure of a Swissair plane for Switzerland.

Zagreb. Every day at 16.45 hours, the clock of the Cathedral of St. Stephen the King indicates the departure of a Swissair plane for Switzerland.

Zurich. Four hundred and ninety-nine times every week the clock of St. Peter's indicates the departure of a Swissair plane for 84 destinations.

Your IATA travel agency or Swissair will gladly give you further information, particularly about the best connecting flights to our world-wide route network.

SWISSAIR

All times shown are local times. Winter timetable 1976/77. Subject to change without notice.

ME NEWS

Three quarters of the population collect Green Shield stamps

By Rod Robinson

Shield stamps, started and now holding three-quarters of the population, are by three-quarters of the population, according to an analysis of the stamp industry published yesterday by The Economist Unit. The analysis, which is 58 pages, and costs

more than 10p, is a study of the stamp industry, which is a community savings society. It shows that a higher value stamp collected for causes and exchanged for such as wheelchairs, and 12,000 groups made in 1975, and use of 150 new groups being started every

year. The study also shows that the stamp industry has increased, with a growing of its grip on the levels of society. It shows that the stamp industry has increased, with a growing of its grip on the levels of society.

There is a cloud on the horizon of this otherwise most perfect product. Several of Britain's EEC partners have rules severely restricting the use of trading stamps, on the ground that they constitute unfair competition, stealing trade from non-franchised shopkeepers and aiding the development of monopolies.

Most countries want legislation to be standardized, and discussions are under way, although the report asserts that "harmonization need not be expected in the comparatively near future".

Trading Stamps in the United Kingdom (The Economist Intelligence Unit Ltd, £40).

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Local Government

Whitehall pay report urges cut of 8 1/4%

By Peter Hennessy

MPs were told yesterday that civil servants' salaries would need to be reduced by up to 8 1/4 per cent to allow for the value of their inflation-proof pensions compared with private sector schemes.

The general subcommittee of the Commons Select Committee on Expenditure, which is investigating Whitehall, had before it a memorandum from Mr Geoffrey Heywood, senior secretary to the Treasury, suggesting that the deduction of 14 per cent from Civil Service salaries was too low. If interest rates and inflation continued at 8 per cent for a long period the deduction should be 10 per cent.

The 14 per cent was calculated in 1973 by the Government Actuary on the long-term assumption of interest rates at 8 per cent, 6 per cent salary growth and 4 per cent price inflation. Suspension in 1975 of the Civil Service pay research system, based on comparison with private sector jobs had prevented a revision.

A joint memorandum from the Government Actuary and the Civil Service Department said Mr Heywood's assumptions were unrealistic.

Mr Nicholas Ridley, Conservative MP for Cirencester and Tewkesbury, said the 1973 calculation showed incompetence. Everybody knew the inflation rate would soar beyond 4 per cent.

His department is surveying private schemes for revised comparison.

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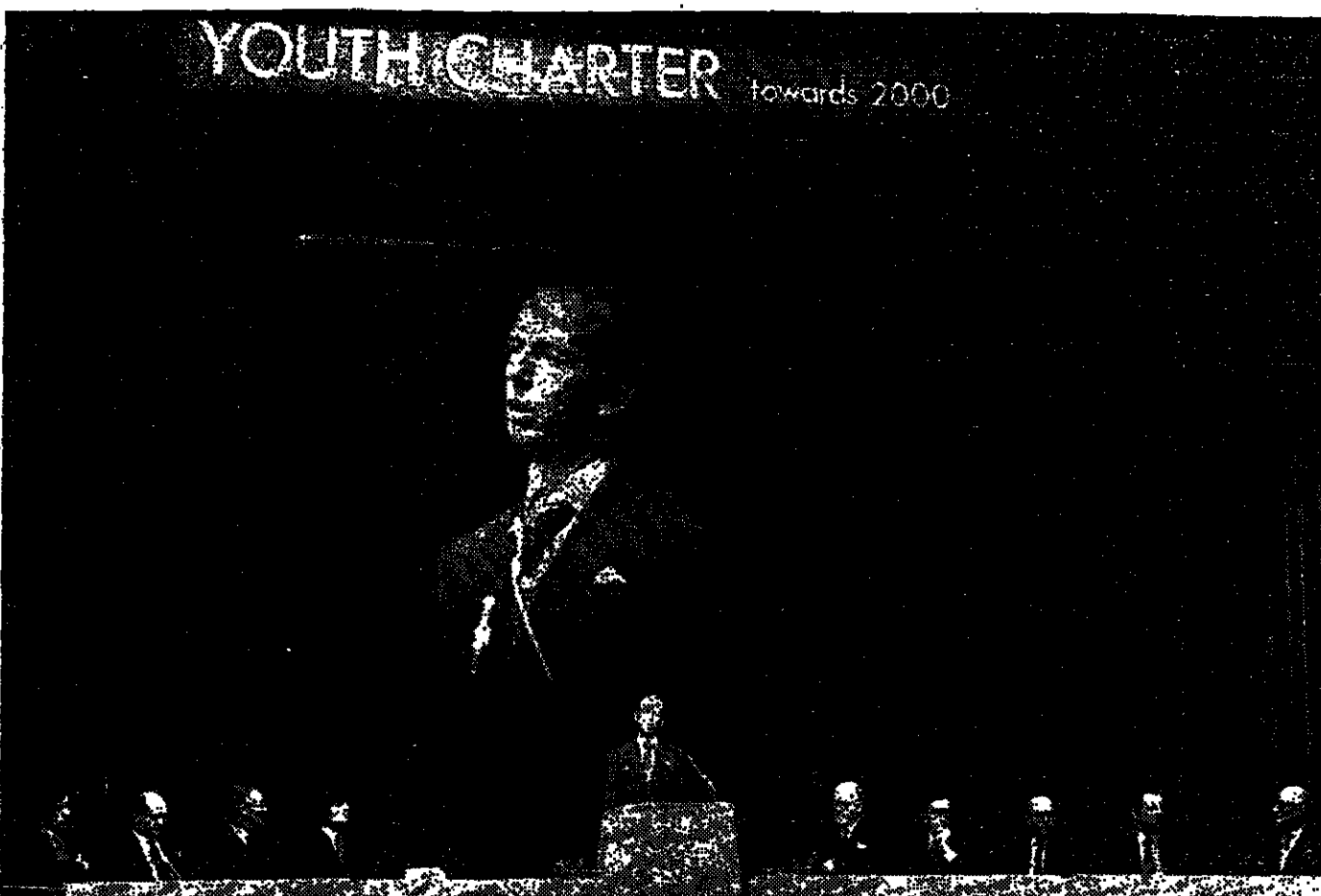
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Neglect of youth: The splendour of the £13m Wembley Conference Centre, which was officially opened yesterday by the Duke of Kent (above, with his photograph projected by closed circuit television), could not mask the depressing message that came from the inaugural conference being held there this week (Penny Symon writes).

Successive governments had failed to provide adequately for the needs of Britain's young people, and there had been no consideration of ways in which expenditure could be reallocated to meet those needs.

The National Council of Social Service and the National Youth Bureau, which are

sponsoring Youth Charter towards 2000, have an ambitious aim. They hope to define and publicize the difficulties faced by young people and draw up a youth charter.

Mr Alan Haselhurst, a former Conservative MP, the conference chairman, said it was a myth to assume that young people today had never had it so good. Neither national nor local governments had effectively provided for their needs.

The people are here, the experience is here, and the idealism is surely here, he said. "It ought to be possible to see emerging the first outline of a charter of youth affairs." The centre was vital to ensure that the next hundred years would not

contain the blemishes of the last. The conference opened with an audiovisual presentation: 100 Years of Youth on a giant television screen above the auditorium. It showed how young people had been exploited in two world wars and that governments in the 1950s spent only 16 shillings a head annually on the youth service. Today Mrs Williams, Secretary of State for Education and Science, will address the conference, and two former Prime Ministers, Mr Heath and Sir Harold Wilson, will contribute later in the week. There will also be "talk-ins" and workshop sessions on various subjects.

Business Diary, page 19

Siege-trial jury told how to make a bomb

Mr Donald Lidstone, an explosives expert, told Mr Justice Cantley and the jury in the Balcombe Street siege trial at the Central Criminal Court yesterday how lethal bombs with the destructive force of 16 army hand grenades could be made.

Mr Lidstone, who has 39 years' experience of dealing with explosives, entered the court carrying a brown plastic holdall which he placed beside him in the witness box before he began giving evidence about his involvement with 14 incidents, referred to by the court as the "phase two" bombings, from August to December, 1975.

All the bombs concerned were high-explosive time devices, he said. He took from the bag a mock-up bomb and told the jury how it was made.

"This is a conventional clock-operated bomb which would contain about 3lb of high explosives," he said. "You may think such a small device does not represent very much explosive power, but even a bomb as small as this would be equivalent to the explosive power of something like 16 army hand grenades all exploded together. It is a very powerful bomb."

He said that there was evidence linking 15 of the bomb incidents with one another and with bomb-making material found at the north London address of Milton Grove and Crouch Hill allegedly occupied by the four defendants.

"In my opinion all 15 bombing incidents are directly related," he said. "I would consider from the correspondence of design and material

that they were all likely to be the product of the same person or persons."

Mr Lidstone said that at the Crouch Hill address a quantity of high explosive was found. It was Everstock Fraxex, which was made in the Republic of Ireland and not available on the mainland of the United Kingdom. It was not imported officially. It was also the explosive found at incidents where the bombs failed to explode.

The Lockets restaurant attack had a heavy contamination of sawdust around the explosive, which failed to detonate. Some of the explosive found at the Crouch Hill address was also contaminated with sawdust, and at Milton Grove there were plastic wraps with sawdust in them heavily contaminated with nitroglycerine, a constituent

part of the Fraxex explosives.

Mr Lidstone told the jury of finding American-made detonators that were not imported officially into the United Kingdom. He had encountered them only three times: once at Wilton Street, Mr Heath's home, and at the Milton Grove address used by two of the defendants.

Detonators used only in the Irish Republic were found at the Lockets restaurant site and at Wilton Street.

Commenting on the batteries used, he said: "All sorts can be used for making bombs."

The defendants, Martin O'Connell, aged 25, Edward Butler, aged 28, Henry Duggan, aged 24, and Hugh Doherty, aged 26, refused to plead to 25 charges, including seven of murder, when the trial opened a week ago.

The trial continues today.

Ten thousand new teachers failed to find jobs

By Judith Judd, of The Times Higher Education Supplement

Nearly 10,000 newly qualified teachers, almost 30 per cent of the total seeking jobs, were still unemployed at the beginning of October, according to a survey issued yesterday.

The figures were compiled by Mr E. G. Peirson, Principal of Worcester College of Higher Education, on the basis of information about 71 per cent of the highest 32 per cent of teachers from colleges and polytechnic education departments.

The National Association of Teachers in Further and Higher Education says the survey supports its contention that there are 20,000 unemployed qualified teachers.

Transforming Wigan's derelict land into green and pleasant acres

Regional report

John Chartres Wigan

County Council calculated that it had inherited about 13,000 acres of mess left behind by worked-out collieries, abandoned mills and factories and redundant railway and canal networks. By far the biggest proportion took the form of bumpy spoil heaps, "slag heaps" is a technically inaccurate description; slag comes from steelworks, spoil from collieries.

About 2,000 acres has been reclaimed so far, most of it turned into farm grazing land which is gradually growing in richness by the due processes of nature. Some, like the famous "Three Sisters" (alternatively "the Wigan Alps") site, are destined to become open space for enjoyment by the people of the industrial towns who have always been short-changed in the past with such a commodity.

The man behind the programme, Mr Joseph Mellings, thinks he has one of the most

satisfying jobs in local government. He heads a team of 30 men and women, nearly all experts in their own lines, who have been called from the two county councils. Mr Mellings particularly enjoys taking visitors on tours of sites, rejoicing in such names as Dangerous Corner, Industrial Bazaar, Careless Lane, and Fogg's Fold, once the sort of places that inspired George Orwell and others to write their more depressing descriptions of industrial Lancashire in the 1930s, and where sheep now safely graze and children play

without the risk of falling down dimmed mine shafts or into fetid ponds of drainage water.

The mechanical techniques of reclamation are fairly simple; the most complicated part is often the formal acquisition of derelict land from owners who abandoned it half a century or more ago but who suddenly find it has enormous value on the day the team announces its intention of taking it over and cleaning it up.

The nationalized industries, particularly British Rail, can often be dissociated from such behaviour.

In the case of colliery spoil heaps the task is a gigantic one of sheer muck-shifting; levelling out, creating new contours, establishing drainage, and often extinguishing smouldering subterranean fires.

Ruge quantities of lime are then applied, followed by grass seed and young trees. Topsoil is sometimes laid if it is easily available in the immediate

area, but once the acid in the spoil is neutralized and seed planted, soil is created with the passage of time.

The temporarily frustrated scheme for Higher Folds, on the outskirts of the typical former cotton and coal town of Leigh, involves about 450 acres of spoil heaps sprawling over a housing estate built in the 1950s.

It will cost about £1.5m and when completed will include an 18-hole golf course, playing fields, a farm holding and extensive woodlands, all unusual features in the area.

Greater Manchester's total acreage of derelict land, about 8,500, is exceeded only, surprisingly enough, by Cornwall. Nearly all of Greater Manchester's dereliction is classed as "justifying restoration", compared with a fifth of Cornwall's, where fewer people are directly affected by the residues from china clay extraction and tin mining.

Ulster local politicians in Stormont talks

From Christopher Walker Belfast

A new round of discussions between local politicians and Mr Mason, Secretary of State for Northern Ireland, began at Stormont yesterday but officials were doubtful whether it would lead to any end to the political deadlock in the province.

During the afternoon Mr Mason met a delegation from the mainly Roman Catholic Social Democratic and Labour Party, headed by Mr Gerard Fitt, the party's leader. Since the collapse of the Ulster Convention early last year the future of the SDLP has been increasingly called into question because of lack of funds and disagreements between its members over the need to press for a British withdrawal from Ulster.

Before the meeting Mr Fitt said: "We will urge Mr Mason to involve himself more in trying to get the parties together. In the absence of a political forum only the paramilitaries stand to gain."

Today Mr Mason will meet a delegation representing the Official Unionists, Northern Ireland's largest Protestant party. But it was considered unlikely that he would agree to any change in the British policy of refusing to launch new political initiatives.

A man whose body was found dumped in Belfast early yesterday was believed by detectives to have been the victim of a feud among extreme "loyalists". Mr James Moorhead, aged 30, who had been severely beaten around the head, was known to have been at the Ulster Defence Association.

Toast to killing: A man who drank a toast to the death of a policeman soon after acting as look-out for the gunmen who shot him was jailed for life yesterday at Belfast City Commission (The Press Association reports).

Noel Gaynor, aged 22, of Prospect Way, in the Shankill area of Lurgan, co Armagh, was charged with the murder of Constable Robert Megaw, aged 29, on December 1, 1973, in Lurgan. Mr Gaynor changed his plea from not guilty to guilty after about two hours.

The court was told that Mr Gaynor stood on watch at a street corner. If he saw soldiers he was to warn the gunmen by walking down the street and striking a match.

Constable Megaw was killed when the gunmen opened fire on his Land-Rover. A little later Mr Gaynor went to a Lurgan bar and drank a toast with the others.

Prisoner had worker's rights, tribunal says

From Ronald Kershaw Leeds

A prisoner let out of jail to take a job under a prerelease scheme had the same rights as any other worker, an industrial tribunal at Leeds ruled yesterday.

Mr Terence Gallogly, aged 38, of Haxby, near York, who completed a four-year prison sentence, alleged unfair dismissal from Aronstead Ltd, of Batley, manufacturers of garden furniture.

Mr Gallogly, a spot welder at the company, was elected a shop steward.

Mr Alex Lyon, Labour MP for York said in evidence that Mr Gallogly told him that the prison authorities had said he would be returned to prison

from the company if he did not cease union activities. He later heard from Mr Gallogly's wife that he had been dismissed from his job and returned to prison.

Mr Lyon said he spoke to Mr Stanley Foreman, joint managing director of Aronstead, who said he had been told by the prison that Mr Gallogly was not entitled to hold union office.

Mr Lyon said he had been told by prison officials that Mr Foreman had been urging them to take Mr Gallogly away because of his union activities.

Mr Foreman told the tribunal that the company asked for Mr Gallogly to be recalled to prison because of threats made against him by friends of a man involved in a dispute.

The hearing was adjourned until February 17.

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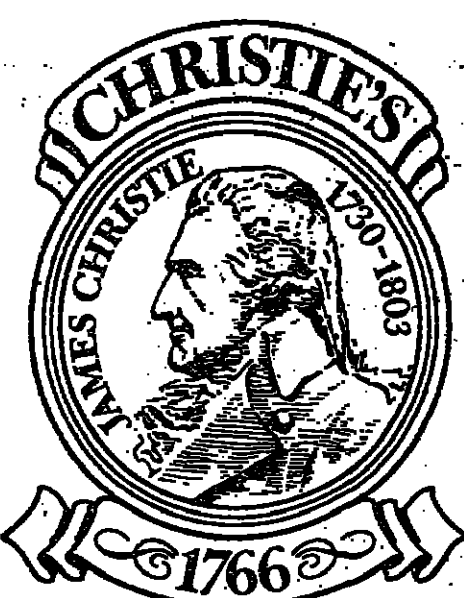
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Charles Hargrove interviews the controversial leader of the French left

How Mitterrand's socialist vision could change the face of France

M François Mitterrand is the first secretary of a Socialist Party which, it is generally acknowledged, has now become the leading party in France. He is also the leader of the Union of the Left, which, according to the latest opinion polls, stands a real chance of coming to power in 1978. The political, economic, and constitutional consequences of such a victory would be far reaching.

M Mitterrand is convinced that his controversial alliance with the Communists, who still stand for some 19 to 20 per cent of the electorate, has paid off. The left came within an ace of winning the presidential elections of 1974, and since then its chances have further improved because the Socialist Party has pulled ahead of the Communists. "The workers and the exploited social classes," M Mitterrand told me, "lack a party capable of promoting socialism without anyone fearing for freedom. Today, this party, which stood for 10 to 12 per cent of the voters in 1971, now represents nearly 30 per cent of them."

If the Communist Party has not progressed, this is because the new Socialist Party has "responded to the aspirations of many Frenchmen who otherwise would have gone over to the Communists. The latter had fed for 25 years on the socialist substance. A certain reversal of things was natural." This Socialist advance raised a new problem for all political parties, and especially for the Communists.

I asked M Mitterrand whether the left did not have as much interest as the present majority in the success of the Barre anti-inflation plan, otherwise it would be faced with a catastrophic economic situation if it came to power next year. "Whose fault is it?" he replied. "The left is not, after all, responsible for the failures of the right. Naturally we hope that even with Messrs Giscard d'Estaing and Barre the situation improves, since Frenchmen, and in the first place the workers, suffer from it. But as we think that the crisis is caused mainly by the economic structures of the capitalist world, we prefer to propose remedies capable of curing the



disease durably. That is what we have done with the common programme of the left."

He was scathing about the policy of reform of M Giscard d'Estaing. "Words, words," he exclaimed. The President had tried to adapt the law in certain fields, but he had stopped there, through inability to attack the structures of a society whose injustices benefited the privilege of the ruling class. "The so-called advanced liberal society is only a variety of conservatism, a mixture of nineteenth century *laissez faire* and twentieth century technocratic dirigisme. Reforms are no longer possible without profound changes," he emphasized.

I asked him why the Socialist Party had not taken up the President Giscard d'Estaing's

offers to discuss with him problems of national interest. He said that these offers were vague, and more like "a personal publicity stunt than an opportunity for useful discussion." The attitude of the majority towards the opposition has for 18 years been intolerant and sectarian. The people of the left are left out of everything. But M Mitterrand said he rejected neither the principle nor the possibility of such discussion, although circumstances rendered it inopportune at the moment.

On the crucial point of whether President Giscard d'Estaing might remain in office if the left came to power, M Mitterrand said he could, "on condition that he respects the will of the voters, as well as the constitutional equilibria"—im-

plicitly the relations between President and Prime Minister. "It will be difficult, but a sense of responsibility is the first quality of those who aspire to lead their peoples," he added. I remarked that the left was often accused of bringing into question the very institutions of the Fifth Republic. He replied that the constitutional revisions contemplated by the left had been clearly set out in the common programme. "The essential thing for us is to allow more democratic expression, the guarantee of individual liberties, the independence of justice, and a better balance between the executive and the legislature. The President of the Republic has exorbitant prerogatives acquired by usage more even than by the letter of the consti-

tution. He has no counterpart in western democracies." One of the major constitutional changes the socialists would introduce is a return to proportional representation.

As the constitution operated at present, it was "very difficult for the President to discharge his functions if he does not even have control of his own majority. That is what has happened with the Giscard-Chirac tandem, the UDR, now RPR, being the main force of what used to be called the 'presidential majority'." M Chirac's bid for the majority of Paris could shorten the life of the present legislature and was "a dangerous attack on the authority of the President of the Republic. I see in this the seed of a new crisis of the bourgeois state, but I believe

that the rivals will come together again at the time of the next elections, because of the weight of the economic interests for which they stand."

On foreign policy, M Mitterrand said that, if in power, the Socialist Party would try to sign a treaty of friendship with Russia, while at the same time maintaining France in the Atlantic Alliance. But there was no question of a return to NATO.

I pointed out that the Socialist Party was sometimes taxed with a neo-Gaullist attitude in foreign policy, especially towards the United States. "De Gaulle did not invent France, and no one has reinvented De Gaulle," M Mitterrand said.

The Socialists would develop the common policies laid down by the Rome Treaty, he said. "We have always been in favour of a regional policy for Europe. The Common Agricultural Policy is necessary in its principle, and open criticism is in practice. We accept the European institutions in order to change their content and prepare the advent of the Europe of the workers." He did not deny that there were differences between Socialists and Communists on defence and Europe. "The common programme is a good minimum programme. It does not pretend to harmonize finalities which remain different."

"What we want is simply for France to escape from imperialism in all its forms. If the United States understands this, we shall be excellent friends. The same reasoning applies to all intentions into an effort, to all attempts at hegemony, from whatever quarter," he went on.

M Mitterrand had a special thought for Britain. "We Socialists follow with special interest and strong sympathy the efforts to economic recovery of your country. We think," he added, "it is the worst of what used to be called the 'presidential majority'." M Chirac's bid for the majority of Paris could shorten the life of the present legislature and was "a dangerous attack on the authority of the President of the Republic. I see in this the seed of a new crisis of the bourgeois state, but I believe

Small business, the economic dynamo, needs a policy —not more diktats

If the Government's industrial strategy is going to mean anything at all—and one may be forgiven for scepticism—a central feature ought to be a radical change in "public policy" towards the smaller-scale of business and towards small-scale entrepreneurship and effort in all economic sectors.

Why? Not just because it makes political sense to respond to the pressures of the increasingly well-organized small business and self-employed jobs, but because many of the arguments from those quarters are perfectly valid; and not just because when expansion is resumed in the private sector it is the butcher, the baker and the candlestick maker, as well as the local garage, the local builder, the farm, the wholesaler, the transport business, the local firm architect and the mass of small firms using high skills (what the Germans call the *Handwerk* sector) not just because it is all of these which look like the best bet for new jobs (always supposing the trade unions will allow the jobs to be filled).

The case for a root and branch revision of public policy goes deeper than either of these two not insignificant considerations. It rests on a supposition which in the context of Whitehall policy over the past 20 years looks awfully out of place, almost whimsical, but whose hour may come: the case for small business.

It is that the smaller business community is not a sort of economic leftover, a social problem to be "coped with" by soothing passages in government speeches and a nice middle-class minister to meet all the economic depressions, but the decisive factor in national economic performance. "That is saying a very great deal and perhaps it had better be put another way. No one could dispute the importance of our major enterprises, whether state owned or more broadly owned, nor the losses which some of them pose, nor the staggering success others have achieved. But it could well be that what is still holding back Britain so miserably is not the familiar cluster of problems at the big end of big industry but the relatively and increasingly limited part which small-scale undertakings are being allowed to play in British industry and commerce."

In this we are peculiar. Not only is public policy elsewhere far more positive, but West Germany, for instance—and we are reminded of this by Graham Bannock in his excellent comparative study of smaller business for the Anglo-German Foundation—has as much as 40 per cent more small firms than the United Kingdom, taking full account of the larger population. In Japan, Mr Bannock points out, has a much larger small business sector than anywhere else. Of all advanced OECD countries the United Kingdom seems to have the fewest employed in small-scale manufacturing.

Could it be that these so-called miracle economies continue to be miraculous precisely because they have stayed fragmented enough and under-rationalized enough and therefore supply enough to cope with new possibilities and new products at a speed which our more concentrated structure cannot manage? Could this flexibility account in some way for the extraordinary success of British agriculture—mostly organized in small units—in terms of output, productivity, research and innovation?

Could it be that those elusive qualities of originality, flair or just undiluted refinement, not to mention prompt delivery, which often count for so much more than price in the world markets are just the ones which come best from industries plentifully sprinkled with small-scale units among the inevitable handful of larger ones?

On this—the "strategy" question that could just conceivably be the most important of the great industrial strategy is virtually silent. And no wonder. It is all poles apart from the philosophy of picking winners, reinforcing success, analysing sectors, pinning bits of industry hopefully together.

It is completely at variance with the big bureaucratic "ism" which features so much in national policy making requires a completely different style of policy from any visible in these quarters—different perception about the genesis of economic performance.

It is not just a question of adding a paragraph on small business problem" at the end of the chapter. It is a question of starting from small business point of view and building up from there. The Barre report on firms had it about right: it warned of the utter futility of viewing smaller business as a distinct and separate part of the economy, to be left off on the check list with any understanding of organic character of small scale undertakings in whole system.

A proper feel for this would lead us to de-economic and industrial policies in almost exactly reverse way to that presently used. Instead of productively full blown new system capital taxation and then giving round in circles "concessions" for business the aim should be to devise a system which is favourable to smallness seeding and growth then to worry about the impact on everybody else.

But behind the changes in policy approach some deeper considerations. First, it could well be through this lens, through the idea of small business, key to economic growth rather than as a drag on wholly admirable conceals the social market economy with competition as its core could begin to look closely in line with the small business life as lived by millions than it has in the past.

The stress on the "part of the social economy was always a part of its progenitors' ing. In explaining this, the time come for even more emphasis not only on the policy but also on the human and the contacts which business environment of the social market economy after all not just a theoretical pattern of life which transpires strongly with the ponderous bigness of socialist prescription.

Second, there is a vital need to break the idea of small business activity and the wish for economic power more dispersed and the owners new wealth more widely. The small business new lectures or diktats about the human and the life. The self-employed or the partnership, see lessons about the advances personal capital building.

The aim of creating a more favourable climate independent business, having a greater proportion of output and employment organized in this way, is worth while aims of wider participation in the mass of the workforce formation of new progress on all these fronts is vital for political stability and economic resilience. We need in place the brittle, bureaucratic, state-centralized system have.

Expansion of the smallness part of the economy therefore a central theme a nostalgic afterthought belongs at the heart of the political agenda, sooner that is recognize Whitehall, the sooner competition policy, labour policy, taxation planning, policy, social policy, should be put to rest. Let us start the quicker the role will shrink and the brisk return, to a truly competitive economy.

David H

The author is Conservative for Guildford.

Mr Carter offers peanuts to Dr Sakharov

It would require a verbiage-meter of exceptional sensitivity to elicit any certain meaning from President Carter's comments accompanying his rebuke to the Soviet Department for its public criticism of the Soviet Union, and I am by no means fully satisfied that they had any. On the one hand, he is against sin; on the other, he wants no freeloader preacher condemning it. To be sure, those who resist tyranny have his sympathy; however, any expression of it would be impolitic. The State Department's remarks did reflect his own attitude also; as against that, they might have exacerbated the situation. Dr Sakharov had appealed directly to him; alas, it appears that Dr Sakharov had forgotten to enclose a stamped addressed envelope.

There was a good deal more in the same vein (a singularly bloodless vein), and one bit that was particularly striking. President announced that his "inclination," should Dr Sakharov ever visit the United States (possibly—one never can tell—he is under the impression that notable dissidents may travel freely in and out of Russia) would be to meet him—but of course such a meeting could not be allowed to appear as though it was "directed against the Soviet Union."

This is not encouraging. Here is a newly-elected American President, owing less to any group or individual in his own country than any of his predecessors within living memory, only a few days into his incumbency and already in a position to say and do

virtually anything at all without fear of untoward political consequences, having been elected on a promise to introduce a new era of open, frank and truthful government; and what does he offer America and the world at the very first pressure on him by Russia's rulers? Why, hasty assurances of his unwillingness to resist such pressure, couched in terms so irresolute, equivocal and even ignoble that they might have been framed by Senator McGovern himself and accompanied by expressions of a belief that matters could be better advanced through his own relationship with Mr Brezhnev.

Contemplating that last claim, I am obliged to ask: doesn't he know anything about it? Does he not know, to start with, that Dr Sakharov and the other surviving members of the resistance within the Soviet Union and her empire are only alive because they have been able, again and again, to feed their heroism off the crumbs of public support they have got from such few Western leaders as the Soviet "imperialists" have any? If President Carter does not know that, he can learn it from evidence that came to hand just as he was executing his own unbecoming shuffle. The new dissident movement in Czechoslovakia has faced, within the past few weeks, savage and intensifying repression; its adherents risk arrest, mockeries and incarceration. But at least the Czech puppet government has now abruptly reneged from its intention to deport by force eight of the

The French are wont to say of one who speaks hastily and without wisdom that he has lost an opportunity to shut his mouth. Mr Carter has lost an opportunity to open his...

leading resisters of Soviet-imposed tyranny, and there is hope that many others will at any rate remain out of prison. And this has happened because, and only because, the Soviet "imperialists" have become alarmed by the volume of protest that has swelled up throughout the free world, not only from private individuals, eminent and unknown alike, but—much more important still—from governments, notably the Austrian and Norwegian. (Though not, of course, the British: I suppose Mr Callaghan feels that he is in quite enough trouble with his own left wing over economic policy, without further enraging them by being



insufficiently obsequious to the Soviet Union.) Brezhnev and his horrible crew are both imperialists and realists. They never lose sight of their aim—domination—but they also keep firmly in mind the possible consequences of pressing on with it too hard or too fast. By consequences I do not mean the risk of war or of a potentially explosive confrontation, though naturally such strategic considerations are never forgotten. But the detailed calculations always take the form of measuring, not the possibility of nuclear bombardment, but of political resistance which may nullify gains obtained earlier, or lead to losses in the immediate future.

The Soviet rulers face growing, possibly irresistible, defiance within their empire to their colonial rule. The Poles, the Czechs and the East Germans are all making the running at present; and the infection of freedom cannot be eradicated by injections of repression. What the imperialists need while they try to devise a method of dealing with the unrest is a diminution of the necessity for eternal vigilance elsewhere. As the stewpans of the enslaved nations begin to seethe and bubble, and even within the Soviet Union seven fires are lit for every one put out, Brezhnev needs words of comfort and support to Dr Sakharov. The Soviet Ambassador is sent round to protest. And instead of backing up the admirable official who put out the statement, President Carter publicly rebukes his conduct and deplores his words. And he does so, moreover, on the ground that such actions can make matters worse rather than better, and that more can be achieved by private contacts, both of which claims are exact opposite of the truth. Brezhnev's fear of Dr Sakharov and the other resisters is based (apart from that part of it which reflects evil's eternal fear of good) upon the knowledge that the more they are seen to be standing out against

tyranny, the more they will rally others to their side. If there were no *sanizdat* activities within the Soviet Union, and the larger population of the resistance movement, Dr Sakharov would offer no threat at all to the Soviet rulers; it is the fully public knowledge outside, and the private-public knowledge inside, that make him the danger he is.

And parallel with that truth runs the truth about the American President's "relationship" with the Soviet dictator. When the two meet, I have no doubt that Mr Carter will press Brezhnev to be less harsh towards those struggling for freedom within the Soviet lands, and he will be truly indignant about the suffering of those heroic men and women. And Brezhnev will listen most carefully, and reply most politely, and not do anything at all. And he will not do anything because it will not be necessary for him to do anything, because only pressure for which he has to account, in however exigent a form, to his own people, and to the people of the world, will have any effect upon him.

The French are wont to say of one who speaks hastily and without wisdom that he has lost an excellent opportunity to shut his mouth. President Carter has lost an excellent opportunity to open his, and in doing so has done a disservice to the cause of freedom everywhere, and a dangerous one to those upholding it within the Soviet Union and around her borders.

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The Times Diary

A visit to the lower depths

The Archbishop of Canterbury, whose usual concern is with the jostling regions, descended several hundred feet under the fields of Kent yesterday. But he did not meet his opposite number, only the friendly miners of Beresford colliery, who must have been particularly scintillating in the lush countryside 15 miles from Canterbury. The bowels of the earth hold no terrors for Dr Cogan. He has been down a diamond mine in South Africa, and he was an occasional visitor to the pits of Yorkshire while Archbishop of York. "I have been doing this for 21 years," he declared confidently.

Kitted out in bright orange overalls, donkey jacket, pit boots, helmet, lamp and self-rescue mask, the Archbishop spent two hours underground, travelling two miles away from pit bottom to coal face, the last part of it in a three feet six inch seam on his hands and knees. It was, he confessed, quite arduous. He took the precaution of having two chaplains with him, as well as the mine

manager, Barry Carlisle, and his deputy.

Because of the restricted space, reporters were not allowed to go underground, but the ecclesiastical party reported having to wade through 100 yards of water, some of which came over their boots. Dr Cogan was unperturbed by the water, dust and noise, and clearly enjoyed himself enormously.

Later, after a private bath in the manager's office, he re-emerged looking immaculate, in his rimless glasses, silver crucifix, purple shirt and grey suit, with woolly pullover, for a buffet lunch with management and local officials of the National Union of Mineworkers. It had, he admitted, been difficult to talk to the men underground, but he had signed a few autographs and had learnt a lot about modern mining techniques.

"This is simply the ordinary pattern of my working life," Dr Cogan said over sandwiches and beer. "I do like to get out to the places where people are

working. I love going to the docks, for example."

He is the first cleric of such stature to visit the pit since 1924, when one of his predecessors, Randall Davidson, fired the first shot to begin construction of the mine shaft.

Jack Dunn, area secretary of the NUM, thought archbishops should come more often. "The amount of spit and polish and tidying up that has been going on here in the last few days would amaze you. They have just laid a new ash path on the underground roadway. It's a pity we have to wait for an archbishop to come to get these things done."

Immutable

Doing some repairs in my roof the other day, a builder found some copies of a publication called *The British Clayworker*, dating from 1895 and 1896. Reading through them provides intriguing evidence of how little British management has changed in 80 years.

First, their conviction that the way they are doing things now—especially the way they treat their staff—is the only possible way of doing it (see their reaction to the Bullock Report). Among the frequent reports of death and injury to boys of 13 and 14 working in the brickfields, the magazine carries a highly partisan ac-

PATRONS ARE REMINDED
AFTER 6.30 PM
NO SOCKS AND SHOES
IS THE MINIMUM DRESS
REQUIREMENT NO THINGS
AFTER 6.30 PM PLEASE

Wild nights in the Solomon Islands, where E. C. Dommen took this picture. For some, though, the perverse ban on things could spoil the pleasure, promised by the liberal dress regulations.

about of a brickmakers' strike at Bridgwater.

The man had been out for six weeks, seeking an increase in wages from 2s 6d a day to 3s. They were getting 2s 9d strike pay from their union. The magazine reports temperously: "The gross perversion of facts, published about the workers will perhaps be treated with all the consideration deserved as statements from irresponsible quarters, but they are very annoying."

The workers, naturally, were led by "professional agitators". The employers could not give in unless they were prepared to work at a loss, though figures in another copy of the

paper show that brickworkers were better paid in most other parts of the world. The Riot Act has been read and soldiers sent in.

Another issue carries an interview with an American brickmaker comparing management techniques in his and our country. He says: "There is not the same ambition to 'keep up with the procession' that there is in America. And yet it is not that the Englishman has any particular pleasure in being slow, but rather that he has a great belief in 'letting well alone'."

If his yard or works is doing fairly well and bringing him in a fairly satisfactory income, he prefers to keep on in the old quiet way, and live in gentility and ease, rather than turn his place upside down and lay awake nights worrying as to the outcome of changes that might even add 50 or 100 per cent to his profits.

Hence it is that there are any number of works going on in practically the same old way that they were perhaps 20 or 30 years ago. Sounds familiar.

Discrimination

When El Vino's, the noted Fleet Street wine bar, seeks the annual renewal of its licence at the Brewster Sessions at Guildhall next week, it will face opposition. Terry Parkinson, industrial reporter

of the *Daily Mirror*, will urge the magistrates not to renew the licence on the grounds that the bar flouts the spirit of the Sex Discrimination Act.

He will take with him two women, who will give evidence that they were refused service at the bar itself. El Vino's has traditionally admitted women only at tables, and will not let them stand up with the serious male drinkers.

Parkinson says that the discrimination involved in this is on a hot day last summer, when he was refused service for a different reason—because he was not wearing a tie. That was when he decided to take action.

David Mitchell, Conservative MP for Basingstoke, is a joint managing director of El Vino's with his brother Christopher. Christopher Mitchell and Paul Bracken are the joint licensees.

Mood music

Tomorrow E. C. "Teddy" Holmes, the doyen of British music publishers, celebrates 60 years with Chappell's, the firm of which he is a director. When he joined, it was as an office boy, delegates to rolling up countless copies of the current hit, *The Missouri Waltz*, for the post each morning.

Later he became a piano demonstrator, and played for the royalty who in those days

priceless claret for the Union leaders, sir, to show their importance; or bear to underline we most economies?



bought their sheet music at Chappell's. He also played songs over for Nellie Melba, and she once took him to the Bangkok tour of the world. He was an accompanist for Gracie Fields in some of her wartime ENSA shows.

"My great love is middle of

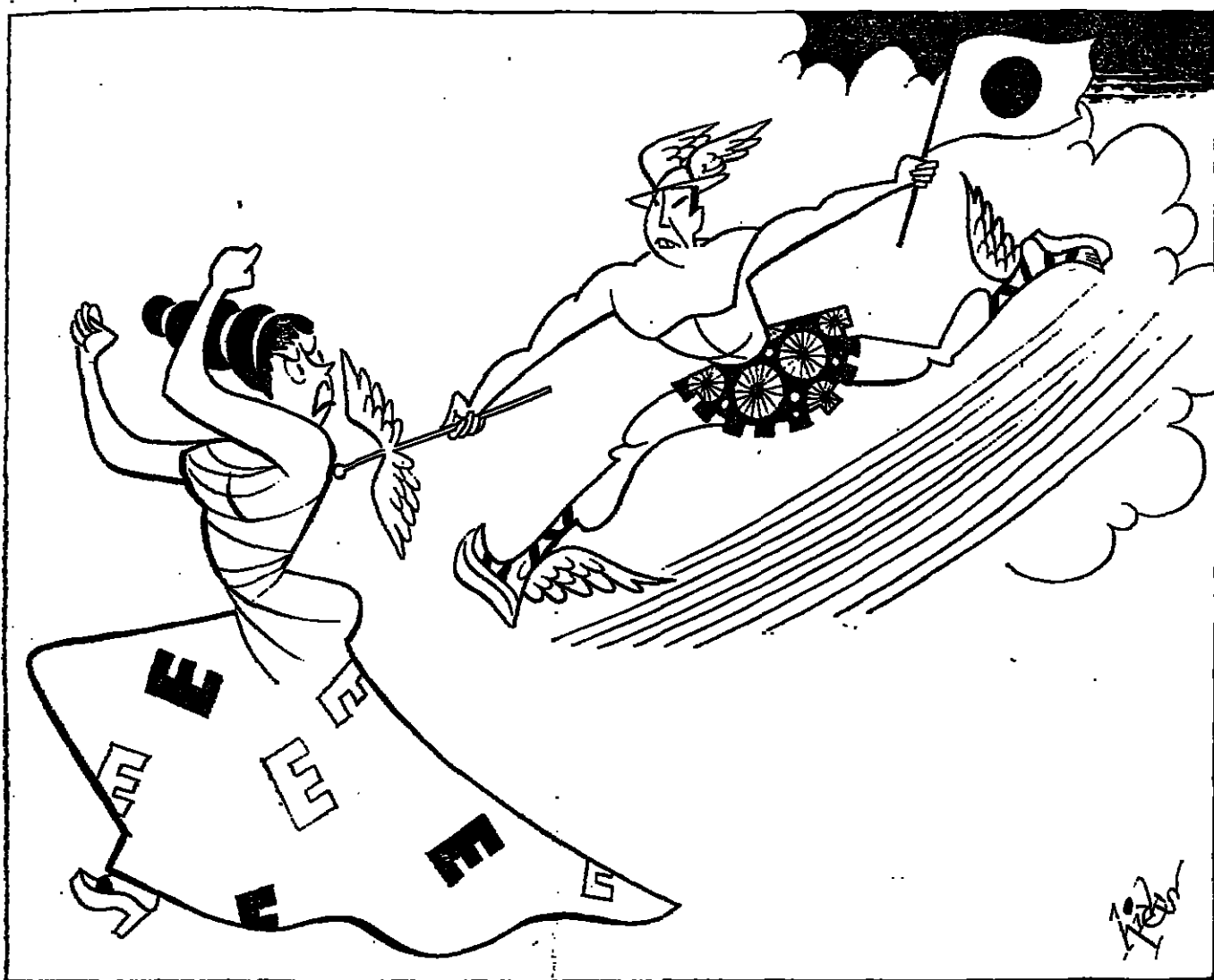
the road music" he says is still very much alive, a important part of any light-hearted revival. There is nostalgia in the old and, thanks to the BBC, of opportunities for professional music. More to the point, the song "Bygrave" was the first of the biggest sales time, you know, with his movie theme.

Each year, through the Publishers Association, he is involved in choosing British entry for the Euro Song Contest. "I don't tend to understand the world, though there are many nice songs time to time. I leave it to the young people, but I around to listen to records, which is my

I am worried about the can made, especially in West Coast, who seems letting his concern for his overweigh other aspect polite behaviour. I have on the authority of Agutter, the actress who quoted in the Bangkok to be annoying: "Most of the Americans have very little in a girl except good looks."

Le Monde
LA STAMPA
THE TIMES
DIE WELT

Europa



Salesmen stumble over Japan's subtle traps

ns between Japan and Europe
ewhat clouded by their differ-
ver trade. Dialogue is far from
hen one side invokes the letter
aw, the other refers to custom-
ce versa. Admittedly, the
es to trade are not always of
ial nature.

47, Renault signed an agree-
anting a small Japanese motor
turer, Hiho, the right to pro-
quatre chevaux model under
Cooperation between the two
ies continued for 10 years,
which Japan's as yet still
tic industry gradually grew in
learning to "copy" European
Then, after the licence ran
957, nothing happened for 20

snault they admit that "we
try very hard". The high
customs duty (about 40 per
nd the intransigence of the
ms restricting all foreign com-
and industrial investment on
soil were sufficient disincent-
natives from outside, allow-
home industry to develop
within its protective cocoon.
ve years or so, most of the
riers have been removed and
year Renault, which exports
half its output, managed to
one car to Japan. The com-
kesmen ascribe this to other
le obstacles put up in the
which almost allow the
authorities to choose which
ay be imported, quoting the
downs of the type-approval
s undergone by the Renault
began during the first weeks
nd was not completed until

id not know why. One day
simply told that the car was
proved. It could have hap-
ree months earlier. The
did not even ask for the
ich they had demanded pre-
A typical example.

When asked to account for their
lack of success on the Japanese mar-
ket, where France sold only 128
vehicles last year, the managements
of the French motor manufacturers
became embarrassed. "Covert pro-
tectionism", "an impossible market",
they mutter before going on to
enumerate the traps set to foil the
venturesome exporter.

First on their list of complaints is
the problem of standards. Whether
concerned with pollution, safety or
noise, they are different from those
in Europe and incomparably stricter.
According to Renault, "to comply
with them, we would almost have to
build completely different cars and
this could be justified only by a large
volume of sales".

This is a vicious circle because the
price difference (up to 100 per cent)
between French and Japanese cars
means that the market open to the
former is bound to remain limited.
For instance, Renault estimates that
if it mounted a major campaign it
could eventually sell a maximum of
20,000 cars in Japan, not enough to
justify substantial expenditure on
marketing.

Apart from the actual content of
the standards, the manner in which
they are applied is the main source
of friction between the Japanese
authorities and European firms, whose
most common complaint is that they
are not given enough notice of the
frequent modifications.

"When the Japanese draft a stan-
dard, they get together among them-
selves and as soon as it is published
it becomes almost inviolable. They
do not go back on their decisions in
Japan", the manufacturers claim,
but one fine morning, you are
informed that your car cannot be
admitted because it no longer meets
the new standards.

The type-approval procedure is all
the more formidable an ordeal in that
European firms do not know at the

outset what is going to be required of
them. "You are constantly being
asked to produce further information,
additional test reports" and if the
slightest detail is out of line, the
whole procedure has to be started
again from scratch. Moreover, all the
standards contain a number of un-
quantified criteria open to subjective
interpretation according to the dis-
position of the inspector.

Let us consider the example of the
Renault 5 case: the Japanese regula-
tions specify that the temperature
given off by the exhaust system must
not be dangerous, but no maximum
temperature is laid down. "We
thought we were well placed, since
the temperature on the Renault 5 was
lower than on other vehicles which
had been approved. Nevertheless, they
insisted that our entire exhaust system
had to be fitted with an extremely
expensive protective casing similar to
those on Japanese models."

Clearly the motor manufacturers
have the impression—not without
justification—that the type-approval
procedures applied to their vehicles
are arbitrary and that success
depends on political decisions which
have nothing to do with the strict
rules on environmental conservation.
These non-tariff barriers account
more than adequately for the motor
manufacturers' poor record on the
Japanese market, but they are not
alone among French exporters in
adopting a wait-and-see attitude.

Apart from a few notable excep-
tions—companies like Rossignol, for
instance—the bulk of French sales to
Japan is made up of luxury products
(clothes, scent, glassware, spirits, toys,
works of art) able to trade directly on
the Japanese infatuation with French
culture and kudos.

"French scent and fashion have a
special appeal to the Japanese
imagination. A French trade-mark,
brand name or label is enough to
impress them. You cannot imagine the
number of appalling cooks who are

making a fortune there, purely on the
basis of their nationality", M Fuchs,
export manager at Nina Ricci,
explained.

However, although Japanese buyers
account year in year out for some 15
per cent of Ricci's turnover in scent,
they do most of their buying in Paris,
in the duty-free shops at the airports
and on aircraft, while only 5 per cent
of the total comes from sales on
Japanese soil.

Nina Ricci's experience provides a
number of pointers. The firm formed
an association with one of the large
chains which hold sway in the
Japanese distributive trade, control-
ling or looking after large numbers
of clients, small distributors, dealers,
importers and so on. This chain intro-
duced Nina Ricci to its importer but,
according to M Fuchs, it was four
years before the importer succeeded
in getting the firm's products sold in
all the stores in the chain.

There were two reasons for this.
First, buyers in the provinces are
accustomed to dealing with a limited
number of intermediaries and to sell
to their shops it was necessary to
approach them through the accredited
wholesaler. Second, it is customary for
large stores to let appreciable areas
of their floor space to small retailers;
in many instances, therefore, it was
necessary to negotiate, not with the
chain itself, but with the lessee.

It should also be borne in mind
that the importer selected will have
the greatest difficulty in selling in a
store belonging to a rival chain and
that most of the small specialist
shops are dependent on the few major
Japanese brands of cosmetics, so that
it is hard for French brands to set up
a sales network and win more than a
token share of the market.

However, claims of "covert pro-
tectionism" are not so easily justified
here. The only excuse for French
firms is their ignorance of the laws
of the Japanese commercial jungle.

Véronique Maurus

All the President's men

Carter team finds new hope in Old World

If we compare the newly formed
Carter team with Mr Ford's team,
Europe has lost a Secretary of State
(Kissinger, a German), but has gained
a Treasury Secretary (Blumenthal, a
German) and a National Security
Affairs Assistant (Brzezinski, a Pole).
Valued in chess terms the exchange
may appear a bad one—a queen,
against a knight and a pawn—but in
political terms it is clearly a good one.
The bare details of the changes in
appointments do not give a true pic-
ture of the influence that the old Con-
tinent has had on the development,
the way of thinking and, one hopes,
the future line of action of America's
new rulers.

Dr Kissinger, it was said again and
again, might appear in some way an
epigone of Metternich; an architect,
that is, of political restoration, a rigid
controller of the status quo. In Presi-
dent Nixon, as American political
commentators were very late in dis-
covering, he had found the reflection
of his "Middle European" pessimism,
a total disbelief in the governability
of men and things, which gave him
that obsessive need to control every-
body, to "stonewall" the enemy
within and without.

It was also said that, from Dr
Kissinger, Mr Nixon had absorbed a
rather distorted conception of Hegel-
ism, a strange form of dialectic in
which the synthesis should be but a
reaffirmation of the thesis: and this
created the basis, finally, for a vertical
collapse of the security and control
system—Watergate, in internal affairs,
and economic Waterloo for the allies,
where foreign affairs were concerned.

The new team, on the other hand,
comes to office with optimism and
trust as its credentials. Europe, which
for the past eight years has represen-
ted a danger signal to Washington,
appears, through the eyes of the new
administrators, to offer an opportunity
for new policies.

For the time being there is more
good will than actual proposals, but
one thing is certain: where the views
of Mr Vance, Dr Brzezinski, or Mr
Gardner, the American Ambassador to
Italy, are concerned, the double stan-
dard of values that in the past has
seemed to apply to the economic and
political growth or contraction of
Europe is gone—a double standard
under which European growth implied
an "anti-American competitive
block", and European contraction sig-
nified "break-down, in a micro-un-
iverse of economic troubles. North and
South, Eurocommunists and Euro-
conservatives". Today, the fact that
the United States needs Europe is
clearly recognized.

But if, in the outgoing Administra-
tion, there were recognizable traces
of European thought (one need only
review the previous work of Dr
Kissinger before he entered the
Government) in the Carter Adminis-
tration continental influence appears
to be perhaps more pragmatic than
theoretical. There are indeed certain
personal factors, as in the case of
Mr Blumenthal, a Berlin Jew who
emigrated with his family from Nazi
Germany, or Dr Brzezinski, a Pole
from Warsaw, married to a relation
of the 1930s Czechoslovak President,
Edward Benes. But it is essential to
resist the temptation to psychoanalyse;
it must be recognized, as with Dr
Kissinger, that diplomatic decisions
have their roots in wounds of long
ago.

All that can be ascribed to the
personal history of the "Europeans"
in the Carter Government is a solid
intolerance of any kind of totalitarian
regime (and this is already a very



President Carter with Mr Blumenthal, Secretary of the Treasury.

good thing to have inherited from the
old Europe). The rest of the continen-
tal influx belongs to the realm of the
Carter men's subsequent development,
their personal contacts with the other
shore of the Atlantic. Almost without
exception, the personalities chosen by
Mr Carter in positions connected with
foreign policy have in recent years
been repeatedly exposed to the
influence of European intellectuals,
politicians, journalists, and many of
them have a direct knowledge of the
difficulties of our countries.

They have "breathed" Europe
during these years, and their lungs
have been New York, the international
organizations, and consultation and
debating groups such as the Trilateral
Commission, the Council on Foreign
Relations, the universities, and the
internationalism of culture. Some of
them went so far as to cause a scandal
by inviting a communist to speak and
join in discussion in New York, and
the Department of State had to
intervene to stop him (this was the
case of an Italian Communist Party
spokesman). In their role as executives
of multinational companies or as
travelling intellectuals, they open up
the White House and the ministries to
the cleansing wind of personal
acquaintanceships and human
relations, which may sweep away some
of the stifling air of culture accumu-
lated during eight years of Nixonian
provincialism.

Paradoxically, therefore, although
America's new administrators are
considerably more American than
their predecessors (Mr Gardner calls
them "pragmatic idealists"—and
what else is an American?) they are
better equipped, if not more amply
so, from the European point of view.
The least well equipped of them all,
in this sense, is Mr Carter himself,
but it is a mark of his ability that he
has chosen people with wide,
cosmopolitan experience to run his
international affairs, without fear of
suffering by comparison. He knows
very well that, if Metternich was the
inspiration of Dr Kissinger, the
inspiration of Mr Vance and Dr
Brzezinski will still be Mr Carter.

Vittorio Zucconi

On the contrary

Hallstein rides again

Hallstein, first President of the EEC Commission,
id: "We're not in business—we're in politics." Now
um seems to have been revived. Mr Roy Jenkins, the
ssion's new President, has reminded the European
ent that the Community is an economic means to a
l end. Mr Anthony Crosland, the new Chairman of
ncil, has spoken of its "political reality".
; but two paradoxes remain.

irst is further enlargement. Everyone wants Greece
er countries to join—for political reasons. But no
lains how the Community's modest political content
en avoid being spread too thin.
econd paradox suggests an answer. Since 1954, when
opean Defence Community failed, economic integra-
been the detour round that political roadblock. Now,
lation, unemployment and widely divergent growth,
ur has become a roadblock in its turn.

ps the time has come to make a detour round the
and head straight for Europe's political goal. With
budget cuts and defence costs soaring, a European
s pool looks more attractive.

tors could always be told: "We're not in politics—
a business." Otherwise, we may not be in business
ig.

Pangloss



French Republic

Ministere de la Qualite
de la Vie

Joint Ministerial Group Electric Vehicles

2ND ADVICE OF INTERNATIONAL COMPETITIVE TENDER

The Joint Ministerial Group on Electric Vehicles is launching
an international call for tenders for the production of specifica-
tions for different types of electric accumulator commercial
vehicles. The object of this call for tenders is:

In the light of the results of these tenders and the require-
ments formulated by public and local bodies represented on
the Electric Vehicle Public User Group, to obtain detailed
specifications to be used as a basis for a limited call for
tenders relating to the production and testing of a prototype
production vehicle in each type, and a preliminary
production series;
to select those tenderers who will be authorized to reply to
the limited call for tenders.

The specifications will define the technical, functional and
financial characteristics of each type of vehicle, which must meet
the minimum requirements stated in the tender particulars.
The production prototypes of the selected vehicles must be
available within the periods specified in the tender regulations.
Prior nominations are not required. Interested parties may obtain
a copy of the tender dossier by request from:

Secrétariat Général du Haut Comité de l'Environnement
14, Boulevard du Général Leclerc
92521—Neuilly-Sur-Seine, France

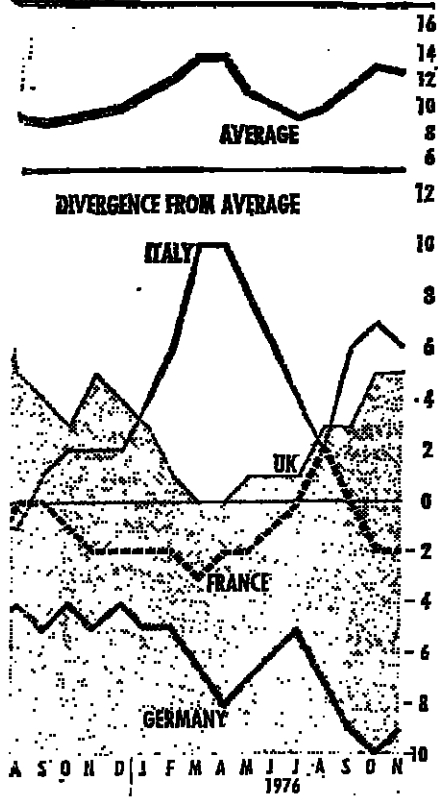
This dossier includes the notice of tender, special regulations
and particulars.

The attention of those submitting tenders is drawn particularly to
the final date for submission of tenders, which has been put back
to May 15th, 1977.

Facts and figures

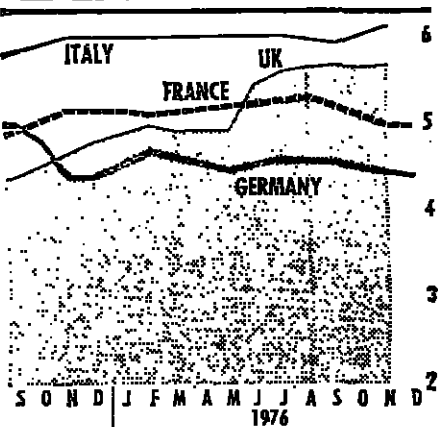
Saudi Arabia oils the western wheels

£ L Dm Fr PRICES



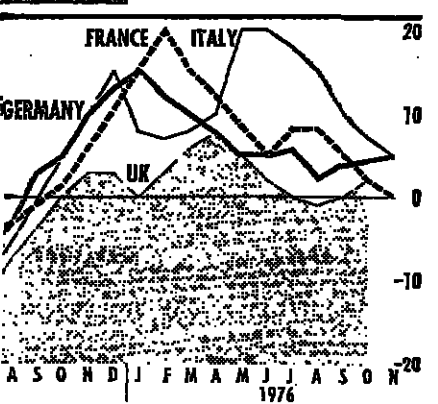
Prices.—On the prices front, the end of the year brought a slight improvement reflected in a fall from 13 per cent to 12.5 per cent in the average rate of increase for the four countries from October to November. The rate has been cut in France (from 11.5 per cent to 10 per cent) and Italy (from 20 per cent to 18 per cent), while rising in West Germany from 2 per cent to 3 per cent, so that the spread between the four countries is tending to narrow.

EMPLOYMENT



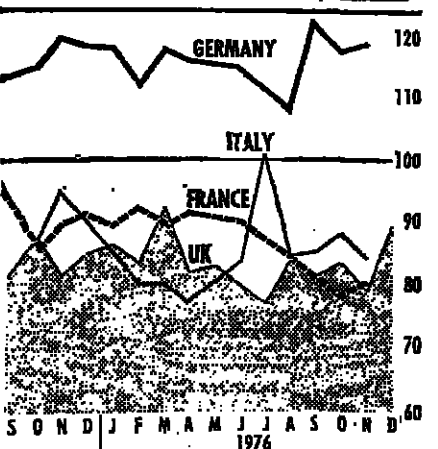
Employment.—Seasonally adjusted unemployment as a proportion of the working population is unchanged at 4.95 per cent in France and 4.4 per cent in West Germany, but has risen slightly from 5.5 per cent to 5.65 per cent in Britain and from 6 per cent to 6.1 per cent in Italy.

INDUSTRIAL GROWTH



Industrial growth.—In November, industrial production showed a tendency to stagnate in France, continued to fall off in Italy and, in contrast, recovered slightly in West Germany to a modest rate of 5 per cent.

FOREIGN TRADE



Foreign trade.—West Germany's cover of imports by exports (calculated fob-cif and seasonally adjusted) returned to its customary high level of 120 per cent over September-November. During the same period, France's marked time at 80 per cent. Italy's improved in October, but fell back to 84 per cent in November. The spectacular achievement, however, is Britain's improvement from 79 per cent to 89 per cent.

	Rate of growth	Quality of growth		Maintenance of growth		
		Prices	Unemployment	Productive capacity	Foreign trade	Vulnerability to external factors
GERMANY	●●●	●●●	●●●	●●●	●●●	●●●
FRANCE	●●●	●●●	●●●	●●●	●●●	●●●
ITALY	●●●	●●●	●●●	●●●	●●●	●●●
BRITAIN	●●●	●●●	●●●	●●●	●●●	●●●

Not long ago the prospects for the future were still doubtful, although there had been some good news such as the slight recovery in the United States and West Germany. This was because there were still many political and economic uncertainties.

The oil price review was looming and there were those who feared the worst, with increases of 20 per cent or even 30 per cent. Feeding on this apprehension, speculation was dragging down the currencies and trade balances of the weaker economies and it was difficult to see how these countries could be put back on to an even keel by any means short of stringent austerity.

Now, after little more than a month, a few major developments, each strengthening the effects of the others, have suddenly tipped the scales on the side of optimism, even causing a general rise on stock exchanges.

The most important of these is without doubt Saudi Arabia's decision to increase its crude oil price by only 5 per cent and use all its weight to ensure that this moderate line prevails. It has every chance of success, to judge by the difficulties which Iran is experiencing in selling at the higher rate.

Consequently, there are grounds for hoping for an early improvement in the trade balances of countries like France, Britain and Italy which have been seriously affected by the speculation on the oil price increase. Indeed, the British balance of payments, much to the surprise of the authorities, actually marked up a surplus in December.

More important than this, however, is the fact that the industrial countries have been relieved of the pressures, both inflationary (accelerating pace of price increases) and deflationary (sterilization of part of unused additional income), to which an excessive increase in the price of oil would have led. This has made it possible to avert a deep slump.

Have the lessons of experience over the past three years, which have demonstrated the extent of international interdependence, finally been learnt?

It would seem so to judge by a second example of the international agreement which has grown up in the face of mounting threats: the massive aid made available to Britain in the form of a \$3,900m loan from the International Monetary Fund followed up by a further \$3,000m to consolidate the sterling balances, most of which was provided by the three rich countries, the United States, West Germany and Japan.

This aid was very quick to bear fruit: the pound rose, helping international monetary stability and steadying the franc and the lira. There may therefore be some hope of seeing the vulnerable countries emerging from the vicious circle of weak currencies and inflation which was dragging them down, forcing them into further austerity measures. The results are already very clear-cut for France, a little less so for Britain. If these are confirmed and strengthened, they should enable these countries to catch up with the front-runners of the western economy. This will provide a much-needed stimulus, particularly for West Germany and Japan, which need the export business.

It is undesirable for there to be too wide a gap, such as that foreshadowed by the Organization for Economic Cooperation and Development, be-

tween the growth rates of the stronger countries and the weaker countries, because its inevitable result would be to hold back the development of the former. Admittedly, when they are in phase, growth rates are less stable, but the primary role of international solidarity is to coordinate them.

The western world is now in a very much better position to press ahead resolutely. There are growing signs of a recovery in the United States, in particular the coincidence of an improvement in consumer confidence, as borne out by a recent survey conducted by the Conference Board, with the appreciable improvement in retail sales which, having risen by barely 0.3 per cent in October, shot ahead by 1.9 per cent in November and 3.1 per cent in December.

On the investment front, however, there is still no significant improvement. At least, there has been no build-up of the strategic type of investment which takes the offensive, placing trust in the future: new factories, new capital projects and new jobs.

Unfortunately, such investment as is being embarked upon is of a more defensive character, concerned with rationalization, productivity and contraction of workforces—reflecting fear of the future and of international competition. In an economy going through a period of normal growth, both types of investment should be in evidence, not just one. Unless the balance is redressed, there can be no durable growth.

One of the requirements for bringing about this balance seems to have been met already, with the considerable fall in interest rates. But this is not enough: direct incentives are also necessary. However, the \$30,000m programme phased over 1977 and 1978 just announced by Mr Jimmy Carter does not contribute very much in the way of incentives: scarcely \$2,000m. Moreover, these take the form of reductions in employers' social contributions and are not real incentives. Nor does there seem to be anything decisive for the time being in the plans of West Germany or Japan.

If there has been some neglect of investment, the same cannot be said

about employment. In the countries which have won the battle with inflation, unemployment is now becoming the prime area of concern, even if this is not yet admitted in West Germany, where inflation is still regarded as public enemy number one.

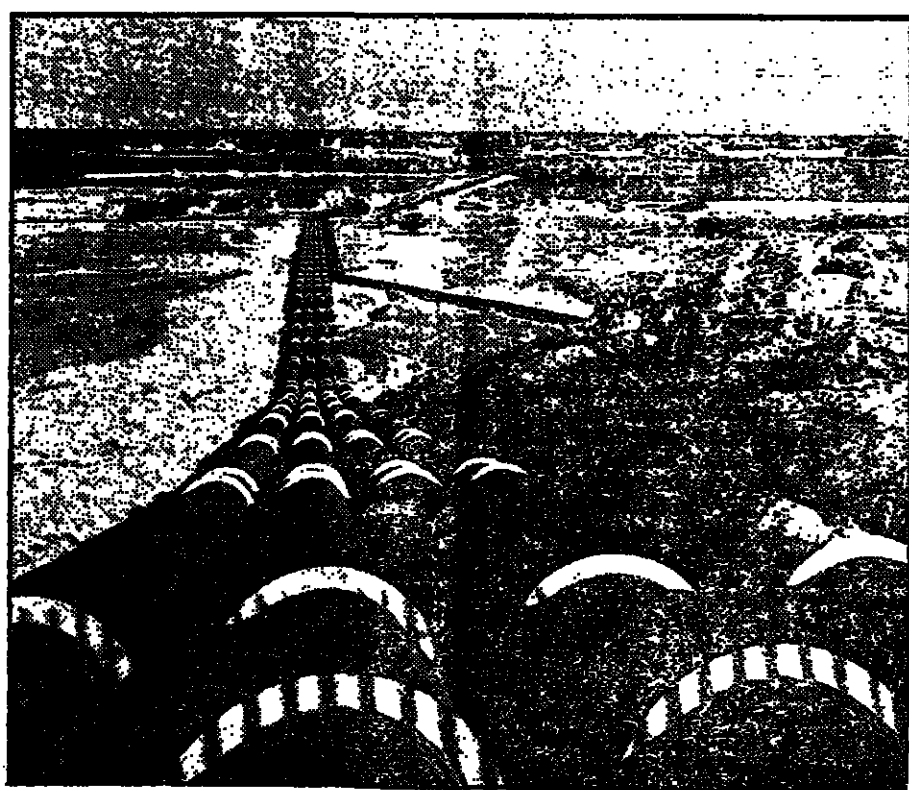
The problem of unemployment unfortunately presents even more difficulties than that of investment. It is not without interest here to refer to a shift in Mr Carter's policy objectives: having proclaimed during his electoral campaign that he would reduce unemployment from 8 per cent to 6 per cent during the course of 1977, he has prudently adopted the more modest objective of a 10 per cent reduction in his recent programme. The 5 per cent "natural" growth projected for the United States in 1977 will therefore not be sufficient to bring back full employment.

This growth rate could no doubt be boosted to 6 per cent or indeed—and this is what is envisaged in Mr Carter's programme—major projects could be launched to provide jobs for 800,000 unemployed. But either solution poses the threat of a substantial budget deficit and therefore of inflation.

The problem seems just as difficult in West Germany, which has managed hitherto to keep unemployment down by curbing immigration and encouraging immigrant workers to return to their countries of origin. Now other solutions will be needed. It is interesting in this connection to recall the measures adopted at the end of 1976, providing aid of DM1,600m to encourage greater mobility among workers. These measures have not proved successful thus far, since the December unemployment figure is higher than any in the previous eight months (almost 1,100,000, unadjusted).

In the United States, West Germany and still more in the other countries, it is not enough to bring back growth. It must be made durable and acceptable in social terms. To do this, a solution must be found to the twin problems of unemployment and investment. This is probably a matter of long-term rather than short-term measures.

Maurice Bommensath



United States: comparative situation and influence

Industrial growth ● (●)

More signs of an upturn. The index of forward indicators rose again in October (by 0.67 per cent) and November (1 per cent), so that it is now back at its high pre-recession level. Industry's order book was up by 0.8 per cent in October and 1 per cent in November. Retail sales also improved appreciably, by 1.9 per cent in November and 3.1 per cent in December.

Prices ● (●●)

The contrast between retail and wholesale price trends continues. Retail prices are still running at a moderate rate of 4.5 per cent, although this is higher than West Germany's 3 per cent. Wholesale prices on the other hand are beginning to give cause for concern, with an increase from November to December which would give an annual rate of some 10 per cent.

Employment ○ (○○)

After a rise of 8.1 per cent in November, unemployment as a ratio of the total population eased to 7.9 per cent in December, the same level as in October. The improvement comes from a slight fall in the total number of unemployed (from 7,800,000 to 7,600,000) coupled with an increase in the number of employed (from 88,100,000 to 88,300,000).

Productive capacity ● (●●)

Use of capacity, which weakened in the second and third quarters of 1976, improved slightly during November to a shade more than 80 per cent, reflecting the effects of the pause which was then followed by the recovery towards the end of 1976.

Foreign trade ○ (○)

The November trade balance showed a worse deficit than October's. Calculated fob-cif, it was \$900m.

Influence on the four countries.

Monetary and financial: Thanks to the new monetary stability, the fall in interest rates has been able to spread from the United States to Europe. In Britain, minimum lending rate, already reduced from 15 per cent to 14 per cent, has been brought down still further, to 12½ per cent. Day-to-day money in France has now managed to remain below 10 per cent for some time.

Economic: After a long wait, Mr Carter has started to give some indication of his plans: an injection of \$30,000m into the American economy over two years, with priority being given to job creation. The United States is therefore well placed to provide the motive force for the western economy. However, it is difficult to assess the likely effects of this decision, since one also has to take account of a spontaneous recovery on a scale not yet known.

○ Poor ○○ Bad ● Fairly good ●● Good () Previous performance.



Big brother goes electronic

Increasing concern over the rapid and so far unmonitored growth of international data communications will be highlighted during the next fortnight by meetings at the Organization for Economic Cooperation and Development (OECD) and the Council of Europe.

The first meeting on Thursday at the OECD will debate whether to hold an international seminar on the subject this September. The second, on February 14 in Strasbourg, will be the first attempt by a Council of Europe committee of experts and participating observers from non-member nations to draw up a draft international convention on data protection.

Despite the mass of legislation now being prepared by most European nations to curb computer invasion of privacy there is precious little in the way of international law to regulate and protect a company's computer operations at an international level.

The absence of an international agreement governing computer networks and the transmission of data across national frontiers affects many computer users. Not only the large companies and firms offering international computer services are involved, but also smaller companies, some of which are having their data processed abroad without being aware of it.

On the one hand, the companies are vulnerable to events and legislation in other countries. It also means that unscrupulous companies can escape strict legislation in their own countries by carrying out their data processing in states where the law is more permissive—the data equivalent of a tax haven.

Next week a Council of Europe committee of experts makes its first attempt at producing a draft convention to resolve some of these problems, with representatives of the OECD, the EEC and non-member nations as observers.

Most of the new national laws and draft legislation can be grouped under the heading data protection. They are designed to prevent harmful misuse of computer data banks referring to named people. The classic example of misuse would be that of a credit checking agency which may transmit erroneous data on a named individual to one of its clients.

The new laws look like varying significantly from country to country despite a fair amount of common ground and international cooperation. Though initial legislation will be fairly mild, the gaps and overlaps in national laws will inevitably present legal hazards and administrative problems for organizations using international networks. Any firm with a name-and-address file may be put in the position of unwittingly transgressing the new laws.

One of the big unknowns facing the experts in sorting out the political, legal and technical ramifications of international legislation is that no one is too sure just how much transnational data processing is going on. One thing which is certain is that it is growing fast.

It has been estimated that there are 200-300 private international data networks in use in the western world. Most large multinationals now run complex international networks to control their subsidiaries. Operations such as reservation services for airlines, hotels, hire cars and travel, are by their nature built around a network which transmits and holds information on travellers around the world.

Less obvious examples are the smaller companies which have their data processed, not on their own computer, but on a computer belonging to a service bureau. Some of these service bureaux, in particular the United States-owned firms, but also some European companies, offer a facility where the data input by a user is transmitted for processing to a computer centre outside the country of the user.

In some cases, a bureau apparently operating exclusively in its own country will subcontract work to another firm which may process abroad because it is cheaper. Eastern Europe and Taiwan regularly provide cheap card punching for other European and North American firms. United Kingdom firms may be able to process more cheaply in Ireland—and for bureaux with expensive spare capacity dumping becomes possible by way of an international network.

What might cause a hiccup in these smooth flowing international operations is specific legislation by one state or group of nations. The Netherlands will be able to extend national regulations to data processing systems situated partly abroad.

Several countries, including Sweden, France, Austria and Spain, have planned or existing legislation enabling the national authority to restrict or prohibit transborder data movements if there is a risk to the privacy of the people concerned or to the interests of the state.

What some experts fear is that out an international agreement country may be tempted to apply national legislation unduly strict either from over-zealous pursuit of privacy safeguards or to protect own computer service bureau industry or to influence for whatever reason the operations of a foreign multinational firm. From a European protectionist standpoint, this proves to be a good idea.

Firms involved in these areas worried but not too concerned at forthcoming legislation. But many only just started to look at problems. A recent Council of Europe meeting was attended by a legal representative of one of the large US States service companies.

Another real difficulty is the transborder data network which is subject to more than one set of data protection regulations. In the new restrictive legislation, it applies only to name-linked data. It probably involves the user in checking what the data is being used for, accurate it is, who has access to how long it has been on file and so on.

But the situation could be complex for any firm which imports or exports—and which almost certainly has a name-linked supply or customer file. Few question need for data protection laws to guard the individual's rights. But the exporting of data is made in-tact or is prohibited, then removes 80 per cent of the value system for many users of international networks.

The other danger which faces companies which send their data abroad for processing is that they may find difficulty getting their data back. It is a more remote but none the less real possibility.

A simple example would be a general strike in the processing country—or some other action, civil or governmental, which could not be controlled from the user country. Sweden in particular have been to this problem and postulate a situation where thousands of their businesses are unable to function because they can no longer get at their data. The strategic risks of allowing important part of a country's business operating data to be held abroad only too obvious.

Risks are also run by state organizations. Recently a group of old pensioners in one of the major countries failed to receive regular social security cheques. Country in question had its computer cards punched in an East European country. On their return customs officer had retained a batch of cards—and the corresponding pensioners missed their cheques.

The other side of the data protection—the use of countries with permissive protection laws as data havens has already received publicity. A man detective agency attempting to bypass impending German legislation announced the removal of its base to Luxembourg.

Any international agreement, as one is reached, on these issues will have to be a compromise between data protection, national independence and free trade in data. But at least the danger of a series of independent conventions from OECD, the Council of Europe, EEC, not to mention the Nordic countries and other individual nations receded a little. The OECD, EEC non-Council of Europe members participating observers at the 14 round of talks.

Work is still proceeding on separate fronts, however, and the Council of Europe is concentrating on strict data protection issues, while the OECD is to look more closely at the protection of national interests from dangers of storage and processing data abroad.

Some European officials are optimistic that both member nations and participating observer nations, such as the United States, Canada and Japan will be signatories to an even Council of Europe convention. By only by analogy with the length time it took France to sign the European Human Rights Convention others are insisting that it is far from a foregone conclusion.

Andrew Lil

Free trade is main aim

Herr Haferkamp, the new Commission has given you responsibility for the Community's external affairs—to the surprise of many observers. Where do you see the main emphasis of your work in the coming year?

The Community's external affairs are largely economic in character. In the past, as the Commission member responsible for the Community's internal economic policy, I have endeavoured to avert protectionist measures. We were successful in this. During the recession we were able to maintain the common market. Safeguarding and expanding free trade within and outside the Community was and still is my main aim. My work in external affairs is—if you like—a continuation and a turning outwards of my previous efforts within the Community.

The climate in international trade relations has deteriorated. Should the Community revise its largely liberal foreign trade policy in order to safeguard jobs?

We must liberalize world trade; in other words, we must do all we can to avert protectionism. A wave of protectionism would bring with it the danger of a flood of defensive measures and counter-measures, would weaken the world economy and increase unemployment. Closing markets against each other is no way to solve the unemployment problem. We do not need restriction of world trade but, on the contrary, expansion. Because of the Community's strong integration into the world economy, open frontiers and markets are of particular importance to us.

In trade with, above all, Japan and the United States there are growing imbalances to the disadvantage of the European Community. Will the Commission be taking a harder line with Washington?

I am convinced that the interests of the Community, the United States and Japan, and indeed all the industrialized nations, are basically the same. There is no question of one taking a harder line against another. We are all in the same boat and must act accordingly. Any difficulties we may have that perhaps place us in opposition to each other must be discussed openly and overcome by joint effort. I am confident that we will succeed in this.

Will the European Community succeed in persuading the Americans and Japanese to discipline themselves in their foreign trade policies in order to protect jobs within the EEC? Will the Community be able to hold back the flood of protectionism? Wilhelm Hadler talks to Wilhelm Haferkamp, Vice-President of the European Commission who has just been given responsibility for the Community's external affairs. Herr Haferkamp was born in Duisberg in 1923. After studying economics and social sciences he became a trade union official and later divisional head on the main executive body of the German Trade Union Federation. He was deputy chairman of the SPD parliamentary group in North Rhine-Westphalia.



Attempts to ward off the Japanese export invasion of the European market have so far been only partially successful. What steps does the Commission plan to take if, for example, the talks on limiting shipbuilding capacities finally break down?

We have already had some success in our negotiations with Japan. I am thinking of the steel sector. We also see chances that it will become easier to export motor vehicles to Japan for an extended transitional period after the very strict Japanese environmental protection regulations come into force. On February 7 and 8 we start negotiations on improving the opportunities for exporting processed agricultural products to Japan. We shall be making other attempts in many different sectors to open up the Japanese market to products from the Community.

On the difficult question of shipbuilding we have already made a certain amount of progress together. But it is certainly not enough. And I should add that the Community does not remain inactive when it finds that the Japanese export offensive is failing to observe the normal rules of competition. In this connection it has instituted anti-dumping proceedings against Japanese ball-bearing manufacturers.

On the whole I would say that our Japanese partners are just as convinced as I am that the growing trend of disequilibrium in our trade relations cannot go on and that we must solve this problem in a way that gives no encouragement to protectionism. The Commission countries still refuse to recognize the Brussels Commission as a negotiating partner. In these circumstances how can the Community's relations with the East European states be strengthened?

The Community has proposed to the Comecon countries that there should be talks on trade matters on the basis of mutual trust. I am thinking of our proposals of November 1974 and November 1976. Now the ball is in their court. We are not concerned with being recognized as a negotiating partner. That the Community as such is responsible for negotiations of this kind is a reality. The Community and Comecon have different structures. Talking with each other is a learning process. We shall make gradual, but continuous, progress.

The European Community is often criticized for concentrating too much on developing close relations with the Mediterranean countries and the former colonies in Africa. Does the Commission plan to start an intensive dialogue with Latin America?

The Community's development policy is not merely regional but world wide. I am thinking of general preferences, customs duty reductions for tropical products, and financial aid and food aid to non-associated developing countries. We shall intensify the worldwide policy of cooperation. In this connection such an important continent as Latin America naturally deserves particular attention.

The international tariff negotiations within Gatt have not yet got to the heart of the matter at issue. In view of the uncertain prospects for the development of the international economy can European industry hope for better export opportunities?

The Gatt talks must lead to a further opening of markets and expansion of world trade. The closer we come to this goal and succeed in obtaining concrete results in the Gatt negotiations, the better are the prospects for European industry to establish its position in the world economy. A further liberalization of world trade will mean new opportunities for Europe's industry and new challenges as well, of course. But I have every confidence in the quality and inventiveness of our industry, both as regards the firms themselves and as regards their workers.

The Community's influence on Third World countries seems to be stronger than the chances of an inner strengthening of the Community itself. Does your move from economic and financial affairs to external affairs mean that you see more likelihood of political success for yourself as commissioner for external affairs than in your previous department?

That move was approved by the Commission unanimously. As far as political success is concerned, this is not a personal matter for the individual Commissioner member but a matter for the Commission itself as a Community institution. This success depends on how far the member states are prepared to give Community interests at least the same weight as their own national interests.

Success is sometimes dependent only on whether the member states are prepared to reach a decision instead of continually postponing decision-making. I have the impression that the pressure to reach a decision is often more evident in the sphere of foreign affairs than it is in connexion with many internal matters.

Brussels backstage

Le Roy le veut

For months the corridors of Brussels had echoed to the cry: "The British are coming". It would not be too much of an exaggeration to say that panic reigned in some quarters. Who knew the perils of which Albion might be capable when dressed in the double authority of the presidency of the European Commission and the chairmanship of the Council of Ministers?

Well, the British are here, and after some initial alarms life looks like continuing much as before. Mr Roy Jenkins—quickly dubbed le Roi Jean XV (a play on an exaggerated French pronunciation of his name)—is safely enthroned at the Berlaymont, while Mr Anthony Crosland, belying his reputation for being somewhat less than engaged by the European scene, has also made a well-received debut.

The first British presidency has merely added an extra touch of spice to the jockeying for position which usually accompanies the quadrennial reappointment of the Commission. The flavour of the times is best conveyed by the report that the members of the Cabinet, or private office, of one retiring commissioner passed the entire contents of their files through a shredding-machine so loath were they to let them fall into the hands of their successors.

Mr Jenkins's baptism of fire came with the allocation of Portfolios on the long and confused night between January 6 and January 7. Surprisingly enough, the matching of men to jobs which finally emerged makes a lot more sense than that of the previous Commission. How much this should be attributed to beginner's luck or good judgment is not quite clear, but it seems that the six months Mr Jenkins was given to seek advice and prepare the ground were not entirely wasted.

The exigencies of national pride could not be ignored. Herr Wilhelm Haferkamp was hardly the obvious choice for the External Affairs post. Indeed, Mr Jenkins did not want him in the Commission. But with the key economic and monetary portfolio going to French insistence to Mr Jenkins's predecessor, the well-qualified M François-Xavier Ortoli, the Germans had an almost cast-iron claim to one of the other top posts.

Unavoidable horse-trading of this kind apart, Mr Jenkins is generally credited with some shrewd realignments of Commission jobs. It makes sense, for example, to have given one commissioner, Signor Antonio Giorli, the Italian Socialist, the task of coordinating the Community's various funds—the social and regional funds as well as the agricultural fund's so-called "guidance" section, which is used to help to finance the modernization of farm structures.

Likewise, few in Brussels would question the wisdom of fusing responsibility for the EEC's internal market (the dismantling of barriers to trade) and stewardship of industrial policy into a single portfolio entrusted to the capable hands of Belgium's Viscount Etienne Davignon. Putting the Community's energy and research policies under the single charge of Herr Guido Brunner, the second German Commissioner, was also a sensible piece of rationalization.

So far, the new president has had little time to impress a personal style on the Commission's complex administrative and bureaucratic machine.

Nor has he yet given any clear indication of his policy priorities, apart from a general concern with the recession and unemployment. More details are to be unveiled in a speech to the European Parliament later this month. He has, however, already served notice that he intends to exercise a much closer personal control over Commission affairs than his predecessor.

Within days of taking office, Mr Jenkins had circulated his 12 colleagues with a series of brisk instructions. All Commissioners were told to make it their business to be present at the Commission's weekly Wednesday meeting or to consult the President in advance if they intend to be absent. By all accounts, attendance has been somewhat lax in the past, with Commissioners casually rolling up long after the starting time in a manner that would not be tolerated at the Cabinet meetings of national governments.

Mr Jenkins also made clear to his colleagues that he expects them to respect the "Cabinet solidarity" of the Commission. This means that once the Commission has approved a proposal by majority vote all of its members will support the proposal in public whether they personally voted for it or not. There is sanction for this "collegiate" view of the Commission in the Rome treaty.

The commissioners were further informed by their new President that on Thursdays they are to be organized into groups to examine selected subjects under the supervision of the Commission's Secretariat-General, which in turn comes under Mr Jenkins's direct control. The purpose of this move appears to be to enable the President to keep track of what is happening in different policy areas.

There has long been a feeling in British circles that the excessive centralization of the Commission's activities has encouraged strong-willed Commissioners, particularly those in charge of highly technical matters such as agriculture, to go their own way without consulting their colleagues, who were consequently ill-equipped to challenge the proposals that finally emerged. Mr Jenkins wants a continuous cross-fertilization of ideas.

While Mr Jenkins has been establishing himself at the Commission Mr Crosland has been showing unexpected signs of life at the Council of Ministers, over which he will preside until the end of June. Hitherto his manner has been one of amused condescension, an unmistakable air of not being able to take quite seriously an enterprise with so many foreigners in it. In short, the Foreign Secretary's low boredom threshold was in constant danger of being crossed.

Everyone, however, was quick to acknowledge the high-seriousness of Mr Crosland's address to the European Parliament last month even though the vision of Europe it conjured up was far from being to everyone's taste. The speech represented the most considered and closely argued exposition so far of the "pragmatic" British view of the future of the Community—a view reflected in many British actions but never before elevated to the level of a coherent political theory.

Michael Hornsby

Saints and sinners

Europe, fortunately, is made up of men as well as matter. Every month certain people attract attention either because they are advancing Community ideas or actions, or because they are retarding them. Based on the criteria of European solidarity and a little subjectivity, we will seek to pinpoint those who have graced or disgraced the Community.



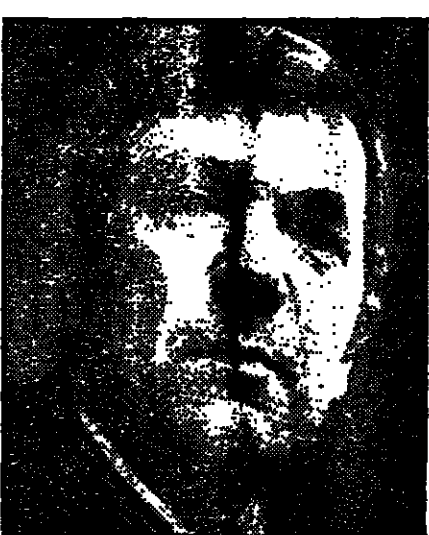
Giorgio Amendola

The reason why, unlike their French comrades, the Italian communists support European elections and European unity was explained by Giorgio Amendola, a member of the Italian Communist Party (PCI) management since 1943, and president of the communist group in the European parliament at Strasbourg. Giorgio Amendola is a confirmed European, for both political and personal reasons.

"My father," he said, "died in exile at Carnes in 1926, after the Fascist aggression. In 1931, when I left Italy secretly, France gave me shelter too. I went back to France, an exile, and lived there from 1937 to 1943, having in the meantime married Germaine, a French girl who joined me during my banishment to the island of Ponza. I took part in the French Resistance. But it was through talking with that great thinker, Romain Rolland, that I came to understand the reasons for a united Europe."

Giorgio Amendola has found his gift for writing at 70, and not only political works. *Una scelta di vita*, the first volume of his memoirs, is a best-seller in Italy. It won the Premio Prato and is in the running for the *Libro dell'Anno*, the Book of the Year award.

"We Italian communists," he explained, "support the decision to elect a European Parliament, even though the absence of one simple electoral law, based on a proportional representation system, stands in the way of obtaining a democratic result. However, the expression of the people's will may provide impetus for the democratic transformation of the European Community, giving it an internal structure consistent with the political autonomy of member countries."



René Haby

Praise be for the wisdom of M René Haby, the French Minister of Education. Had it not been for the vigilance displayed by the minister and his department, France's candidates in the 16-19 age group for the twenty-fourth European schools day essay competition last month would have been asked to write on the most explosive subject imaginable: direct elections to the European Parliament.

"The citizens of the member states of the European Community are going to elect the European Parliament by universal suffrage. What is the significance of this for your country? Analyse and discuss: the adjustments which the political parties in your country will have to make in view of these first elections..." The new European dimension of each voter's political responsibilities.

This "fire-ship" was perhaps judged worthy of an early unsung prophet of Europe, one Friedrich Nietzsche. It was certainly premature at least. To avoid prejudging the opinion of the French constitutional council, which had not yet stated its position, or the parliamentary vote on the subject, the words "are going to" were changed a week before the competition to "may" and all reference to the adjustments which the parties "will have to make" was deleted.

But it was still too much. Fearful lest the subject, even in its watered down form, should lead to incidents in France's schools where political feeling is already running at fever pitch, the minister recommended that it should be abandoned. The decision to drop it was announced two days before the date of the competition and, although it was retained in 11 other European countries, the French candidates wrote on another subject and on a later day.

O fragile European ideal! Who is the evil genius who stifled you so abruptly in the inkwells of France's schools whence you should have sprung like the genie of oriental

Does not the position taken up by French communists, who oppose elections, damage Europeanism and the Community?

I am president of the European Communist Group, but I am explaining here the position of the PCI, which is different—on precisely this question of the elections—from the position of the French communists. That should not cause any surprise. Each Communist Party follows an independent line, depending on how it views interests of its own country. E communism—as it is improperly called—reflects this mutual respect. European unity is in a critical position. Why?

Because the advanced degree economic integration that characterizes Europe is not matched by structures within the Community capable of achieving a Community policy independent of external pressures and the manipulation of multinational groups. Decisions are taken by Council of Ministers, where strongest countries—today that is Germany—are able to impose their own policies. France, at present, trying unsuccessfully to remain a member of a governing body works against the interests of weakest countries.

How can this question of divergent interests be improved?

Sovereign states cannot, on their own, solve problems such as the fight against inflation, multinational mail, the sources of energy. Dividing the countries in the European Community are subject to heavy pressure from France and Germany have a number of occasions been exponents of American intervention especially where energy is concerned (note the failure of the North-Atlantic dialogue). To combat these pressures a new power is necessary, which will be the expression of the people's will and this new power should be capable of stimulating social change. Social Democrats, Liberals, Christians, Democrats are going to the European elections as united groups...

The time is still not ripe for creation of European parties. Any you have only to look at the differences between the British Labour Party and the German Social Democrats, between Strauss's Christians and the Italian Christian Democrats in order to understand artificial character of certain agreements, that have purely an engineering value.

Those are the views of Amendola whose lot it has been to be involved, as a bystander or player, in the political and cultural events of the past 50 years.

Lamberto F.

legend? His name is M René Haby. And for matters to come to this, one of the two demons inhabiting soul had to triumph over the other.

The loser was the demon of order and progress. And yet M Haby, stranger to reform. Since he took office on May 28, 1974, his re of the educational system has been the burning issue of the day. Past debates, often derided, nevertheless going ahead.

Was M Haby alarmed at the prospect of letting France's schoolchildren loose on the topic of order, whose implications are admittedly beyond their comprehension? But Europe stands for progress, change, movement of men and ideas, for it that this man of action—but that most European of lands, for whose career has been one of perpetual motion should not wish much, and more, for his youngsters.

M Haby's other demon, the persuasive of the two on this occasion speaks on behalf of order. Minister of Education has little for rowdiness or anything but smacks of revolution. The rule that a telephone call from a headmaster expressing misgivings enough to get the incriminated subject reviewed and finally deleted tells its own story, even if it is founded. But it would be near truth to suggest that M Haby's daunting visions of MPs baying desks and ministerial portfolios across the classroom.

Michel Kaj

Europa

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OT THE WAY TO HELP TENANTS

members of his party go, after Shore has fairly open about the private landlord. does not expect that sector market simply to wither and that not all landlords are in the nature of things difficult for the private landlord to admit that his party's es towards the private have done much harm—conventional demography in Labour movement is too full for that—but he has the next best thing in set-up a review of the working legislation in that field. questionnaire asking for us that was published yes, raises many radical ideas, sort incongruously with useful gloss in its preface ing that the Government is red to entertain any pro, even ones that it had usly rejected so long as maintain the general ple of security of tenure e tenant in his home". ough that proviso makes a ple. out of what is legitimate interest among il, a "general principle" s of particular exceptions, he phrase leaves room for es of several different e Shore's record in his nt department has not been d by bold decisiveness. But e grounds for hope as gencies of finance make e inescapably clear that use of our existing stock provide more of the solu- to the housing shortage. e failure of the course of t that culminated in the

1974 Rent Act is still a matter of hot dispute. Agencies like Shelter, working close to the tenants whom the Act was designed to help, insist that it has caused a sharp decline in the number of families complaining of harassment and eviction. No effort to solve the problem that does not take full account of the exploitations that often occurred at the lower end of the market in times of acute shortage deserves to succeed. But these gains have been made at a heavy cost.

The harm that has been done is less easy to demonstrate: there are no official statistics of accommodation that has not been offered for rent but which might have been in other circumstances (though the results of a survey undertaken as part of the present exercise may give some idea). But it is a matter of observation that a lively domestic market in furnished flats has become largely a service available to visitors from abroad. The number of private dwellings in London alone left empty for three months or more has risen to 60,000—and many of them stay empty for years on end. It is fair to assume that many of them are empty because of the rent laws. Short of requisitioning, it is academic to debate whether these homes represent waste from misdirected legislation or from the exploitation of private ownership. They should be used—and the growth of squatting, which usually involves people with little to hope for from the council housing department or the building societies, is largely a sign of how the natural cus-

tomers of a healthy system of private rent have been driven outside the legitimate market.

The 1974 Act itself, extending security of tenure to the furnished tenant, only completed a long train of legislation concerned with the landlord only as potential oppressor. There are many clogs on the easy renting of housing that fall easily inside Mr. Shore's proviso about security of tenure—the cumbersome processes that a landlord entitled to repossess must go through, the limited categories of cases in which special circumstances are held to justify letting for a limited period, the complicated accretion of laws and customs governing the fixing of rents, and so on. The failure in its present form of the rent allowance scheme (taken up by only a third of those entitled to it) is a decisive bar to the creation of a rational rent system. The consultation paper is lamentably cool about arrangements by which councils act as agents for the renting of private houses.

But it is the excessive weight given to the tenant's security in all circumstances that most limits the usefulness of the private rented sector. At every other level, our housing policy heaps benefits, often irrelevant, on the incumbent tenant at the expense of those who seek to become tenants themselves. A major easing of the housing shortage could be achieved by drastically widening the opportunities for a landlord to enter into an agreement with a tenant without signing his property away for a lifetime.

The United States is not unique in having failed to develop and implement a coherent energy policy. The European Community thought seriously about the problem in the shadow of the events of 1973. Today, however, lulled by temporary plenty, it is no nearer to a sensible policy than it was then. There is further the danger that, under immediate pressures from the balance of payments, our own Government will give insufficient weight to the arguments for conservation of the North Sea resources.

It is, however, the American energy economy and its imbalance that creates the international problem, because of its sheer size. The effect has been to destabilize international oil prices. It has effectively created the power of Opec by creating the conditions in which a producer cartel can be effective. By tying the American economy to the political instabilities of the Middle East it has created a whole new dimension of diplomatic and military problems. At an industrial level, also, there is increasing resentment that the American economy is able to produce and compete with the rest of the world from the highly favourable base of cheap energy costs. For all these reasons, the rest of the world must have the closest interest in President Carter's attempts to produce a domestic energy policy which would be more effective than that of his two predecessors.

whom it was promised, in council together (beginning with Nicaea, 325), and, very rarely, by later successors alone, though never without the fullest consultation with his fellow bishops.

Such proclamations (on faith and morals) proclaimed by the Bishops (of Rome and the rest) are accepted by Catholics as guaranteed by the Holy Spirit as true without doubt. In our theological jargon, "infallibility" is true.

Most Anglicans would accept Conciliar and/or Papal pronouncements on basic Christian doctrines as "infallible" true, because they are founded in Holy Scripture. But where there is little or no Biblical support (eg the Marian beliefs of Catholics) will be our "agree to disagree without being disagreeable". In 1950 the Assumption was described as a mere assumption. An Anglican priest friend told me he believed it, but not because Pope said so. I said that was the only reason why I did. GORDON ALBION, St Edward's, Guildford, Surrey, January 25.

The sale of Mentmore

From Mr Michael Watson

Sir, Presumably one of the principle reasons why the Treasury refused to accept Mentmore in satisfaction of tax was the colossal expenditure of public money which would be required to run it. As a result, this valuable collection is to be broken up and sold, much of it no doubt to foreign buyers.

Mentmore has fallen prey to capital taxation on death where a combination of the need to find large sums of capital coupled with the sheer impracticability of running a house of this size has forced its owner to liquidate, and the State cannot afford to take it on.

Mentmore, as far as I am aware, was not regularly open to the public, and therefore not very well known, but there are many more houses which are both open and well known, the cost of maintaining which far exceeds any revenue they may raise from their visitors. Because the income tax system is designed to deal with commercial

business operations, loss relief is not available unless a house open to the public can demonstrate that it has a good chance of making an overall profit. Unfortunately there are only very few houses whose geographical position, size, or additional attractions enable them both to draw and handle the enormous crowds needed to generate sufficient income to satisfy this commercial test.

At a result much of the maintenance of historic houses open to the public has to be financed out of the owner's net income. With the tax rates at their present level it does not really matter how much an owner may earn, this sum is unlikely to be sufficient and he is forced to draw annually on his diminishing sources of capital. This is a situation which cannot continue indefinitely.

Where a historic house and its contents are being maintained and enjoyed by the general public at no cost to the State, it is surely not unreasonable to ask that maintenance costs should be offset against income before tax. The plain facts are that unless some such relief is granted, more and more of Britain's heritage will follow Mentmore and will not be awaiting its owner's death to do so.

Yours faithfully,

MICHAEL WATSON, Rockingham Castle, Market Harborough, Leicestershire, January 21.

Polish workers' funds

From Dr G. C. Steel

Sir, We learn from the able letter of Professor Charles Taylor (Letters, January 20) of the plight of the striking and protesting Polish workers whose defence funds have been confiscated by the Government.

May we ask when the arch defender of such injustices, the ineffable Mr Tom Jackson, will call for a ban on all postal communications to Poland? Or are his conscientious principles too subtly selective for the ordinary person with a straightforward sense of justice to appreciate?

I am, etc, G. C. STEEL, 14 Roehampton Gate, SW15, January 22.

The Bullock Report: factors in choice of directors

From Sir Archibald Russell, FRS

Sir, The Bullock report fails to recognize any difference in the decision making process within firms making bolted sweets to Grandma's recipe and those engaged in advanced technology. My own experience covers 50 years in the latter category during which time the product has shown remarkable change in form, performance and complexity. In parallel company organization has changed, from one privately owned, through various mergers into an amalgamation of five once independent units now forming one large corporation.

I can speak as a former director through each of these stages and finally as chairman of one of the divisions. This background covers intimate contacts with a wide variety of specialist sub-contractors engaged in almost every branch of engineering activity. Furthermore professional relationships include those engaged in similar interests in other parts of the world though very often we have been in direct competition.

The first significant fact is that within my corporation, the chairman of the main board and those at each of the divisions started his career as a humble member of most junior grade. Without exception all other members of the board came from within the organization being selected by recognized ability and established experience, some started as apprentices on the shop floor. I see the same pattern throughout the wide-range of sub-contractors in our industry, and I am not aware that the shareholders had any influence whatsoever in the selection of individuals.

Another important point is that those responsible for running an industry that survives only by technical innovation, have always been on the lookout for budding talent. This quality is a complex asset too difficult to define for it demands a combination of skill, adaptability, courage and a personality that fits within a team of common pursuit and purpose. Our directors have by their own efforts promoted themselves.

Bullock now seems to recommend that such groups of professional experts be in large part broken up and reassembled to include men whose skills, if any, are of an embryonic nature.

This can be seen as an extension into real life of the 'comprehensive' theory of mixed abilities including those lacking any form of proven qualification. Its application would be akin to a total commitment in full scale production without a prototype to confirm performance.

Yours truly,

ARCHIBALD RUSSELL, 2 Glendower House, Clifton Park, Clifton, Bristol.

From Lord Kaldor, FBA

Sir,—The violent opposition which the proposals of the Bullock Committee evoked in our industrialists is in sharp contrast to the relative calm with which the same proposals were received by workers' participation to a parity basis throughout industry was accepted by their German counterparts. No one who has had any contact with German employers or workers can be in any doubt that the German approach has played a most important role in the success of German industry since the Second World War. For it was responsible for creating a feeling of joint interest and joint responsibility for the success of the enterprise, and it was the far more efficient and more motivated workers which did not exist before.

As a German trade unionist said to me a year ago, "we quarrel of course bitterly over the division of the cake, but we are also convinced that the primary task is to make the cake as large as possible. And that includes working as hard as we can to make sure that we are never late with deliveries."

One wonders why there is so little contact between British and German industrialists and how the industrialists can be so ignorant of the causes of the success of German industry in the last 25 years, and of the role played by the spirit of cooperation between management and workers which is so much lacking in this country. Can it be that the true cause of the opposition to the Bullock proposals lies elsewhere—in a conflict of interest between

management and workers which has no counterpart in Germany?

The conflict cannot be about the division between profits and wages—since this exists equally in both countries. There is however another conflict which is peculiar to Britain: it resides in the choice of decision between investment at home and investment abroad. To an extent not surpassed by any country (with the possible exception of Switzerland) leading British firms have concentrated in developing production facilities abroad far more rapidly than their production facilities in the United Kingdom. As a result, the part of world industrial output which is under British control has diminished far less than the share of United Kingdom exports in world trade. According to figures given in the June, 1976, issue of the Bank of England Quarterly Bulletin, the value of the overseas production of the 30 leading British multinationals was five times as high as their exports from the United Kingdom in 1974—though the exports of these 30 firms amounted to over 20 per cent of total United Kingdom exports of manufactures. Most of this is a post-war development. In Germany, by contrast, the great bulk of industrial investment has been inside Germany, according to a recent estimate, non-German output under German control is only 37 per cent of German exports.

I am not suggesting that either British company boards or the German boards have acted or were forced to act against their shareholders' best interests. It may have been just a fluke that in Germany the best interests of shareholders coincided with the best interests of the workers while in Britain they did not. Complete variance with its own representative capacity. Ultimately, it would be held responsible for every lapse in our industrial performance, every setback to our social development. What you describe as the inordinate appetite for power that kills implies a danger recognized by Shakespeare in *Titus Andronicus*.

Then everything includes itself in power, Power into will, will into appetite, And appetite, an universal wolf, So doubly seconded with will and power, Must make performe an universal prey, And last eat up himself.

Yours faithfully, NICHOLAS KALDOR, Kings' College, Cambridge, January 27.

From Mr S. C. Leslie

Sir, Differences within the Labour Party about union representation on executive boards go back at least to 1930. Herbert Morrison as Minister of Transport was shaping the London Transport Board, prototype of the party's post-war nationalization schemes. Ernest Bevin, of the transport union, wanted direct union representation on the new board. Morrison resisted. One idea in his mind was that union nominees as board members could be so much influenced by their colleagues and by bureaucratic pressures as to end up a sort of bosses' men.

His main reason however was an opposite one: it was well put by the party's National Executive in its transport report to the 1932 conference:

"There are two main arguments from a Labour point of view against the representative idea. The first is that a board appointed on grounds of ability is likely to be far more efficient and more motivated than one in which the unionists above all must keep the communal interest to the fore. Members appointed by particular interests would naturally tend to concentrate primarily on pleasing those interests, rather than to be concerned with the general interest of the undertaking; their control or influence by such interest might be injurious to a proper corporate spirit and would diminish the very necessary feeling of responsibility to the public as a whole. Nor does the appointment of members selected in a representative capacity, and not primarily or mainly for their personal ability, appear likely to result in the most efficient board for a task which is complex and highly responsible."

That argument took place in the context of public ownership, in terms of the interest of the workers in the efficiency and success of

"their" corporation. In today's mixed economy, and in economic crisis, the reasoning might be held to apply to privately owned companies too.

One other gloss: in the end, Bevin changed sides. Statutory union representation might prove a statutory limitation; he decided he preferred ministerial consultation with the unions about board appointments. *Mutatis mutandis*, that idea too may have some bearing on 1977 and the private sector. S. C. LESLIE, 58 View Road, N6, January 28.

From Mr Christopher Peto

Sir, The Bullock report would appear to confirm the dangers which Mr Heath foresaw during the miners' strike of 1973-74: if the Government capitulated, the strength of a minority group outside Parliament would be increased, and the authority of Parliament itself undermined. The decision to call a general election was surely justified on constitutional grounds and the Conservatives' failure to secure a mandate is now proving irreversibly damaging to the cause of freedom in this country.

What Mr Heath sensed then, and what we are seeing today, is a threat not only to our economy at home and credibility abroad; the Bullock report, if implemented, would replace the social independence we have come to enjoy with a self-appointed oligarchy.

Moreover, as your leading article (January 27) pointed out, Bullock's proposals would inevitably prejudice the trade union movement's own interests by assigning it an executive role at complete variance with its own representative capacity. Ultimately, it would be held responsible for every lapse in our industrial performance, every setback to our social development. What you describe as the inordinate appetite for power that kills implies a danger recognized by Shakespeare in *Titus Andronicus*.

Then everything includes itself in power, Power into will, will into appetite, And appetite, an universal wolf, So doubly seconded with will and power, Must make performe an universal prey, And last eat up himself.

Yours faithfully, CHRISTOPHER PETO, Pembroke College, Oxford, January 28.

From Mr N. J. R. Mullan

Sir, The unions seem very keen on the idea of worker directors, and Germany has been quoted as an example of this in practice.

I wonder, however, if they would be as willing to have the rest of German union legislation enacted in this country.

Yours faithfully, N. J. R. MULLAN, 16 Edgway Terrace, SW5, January 28.

From Mr Bryan Askew

Sir, Those enthusiastic for the implementation of the Bullock Report would be wise to reflect on the dramatic decline, particularly in the fifteen largely under amateur artisan director or committee control, of the Co-op movement.

Yours faithfully, BRYAN ASKEW, 27 Golf Links Avenue, Tadcaster, Yorkshire, January 28.

From Mr M. Hobson

Sir, I have read with interest Lord Bullock's recommendations for the inclusion of directors selected from the employees of companies. It is a beguiling idea, but I should be very interested to know how many workers, as opposed to trades union secretaries, Lord Bullock included in his committee when deciding exactly what recommendations to make.

Yours faithfully, MARSHALL HOBSON, Dane End House, Barton Mills, Bury St Edmunds, Suffolk, January 27.

Bath works extension

From Mr B. G. Horstmann

Sir, I refer to an article which you published on January 29 concerning my company's planning application for an extension of our works and offices and a car park immediately adjoining our principal factory in Bath.

The article suggested that there was evidence of collusion between the Bath Chamber of Commerce, Council representatives and my company. I vigorously repudiate the suggestion that there has been any collusion at all. The company's planning application has been handled in a perfectly normal manner throughout and there is no basis whatever for the inferences which your article attempted to draw.

I would like to place on record the following points concerning our application:

1. The plans which are the subject of the application were most carefully prepared and the layout and design is of a very high standard. The details of the plans were modified to respond to the criticisms of the objectors.

2. The extension of the works will allow the company to extend its activities and employ additional labour. The advantage to Bath of additional sources of employment does not need to be emphasized.

3. The company is engaged in a policy of diversification and expansion particularly in the export market. This extension will enable our plans to proceed in the most economic way.

I am making these points in order to correct the unfortunate impression that readers may have gained from the article.

Yours faithfully, B. G. HORSTMANN, Chairman, The Horstmann Gear Co Ltd, Newbridge Works, Bath, Avon, January 31.

Public spending on the arts

From the Chairman of The Arts Council of Great Britain

Sir, I should like to associate myself as strongly as possible with the recent plea in your columns from Mr. Malcolm Arnold and other distinguished signatories (Letters, January 24) for a sensible, generous governmental attitude to the arts. There is no doubt that any drastic curtailment of the grant in real terms would do damage to many institutions laboriously cultivated and would abort many of the encouraging developments of recent years.

Perhaps the most damaging consequence would be a sense of betrayal from the vast army of volunteers whose efforts, unpaid, unheralded and unrecorded, are at least as significant a contribution as any monetary grant from governmental sources. The Arts Council itself enjoys the assistance of a small battalion of people giving their time and service unstintingly and without any reward or quest for it. Among them are many of the great names in the world of the arts and their skill and judgment assist enormously in the wise distribution of the available funds.

But having said this, perhaps I might utter a word of partial reassurance. I do not myself believe that for the coming financial year Parliament will be asked to vote for a figure which would have a crippling effect, though it may not be possible to avoid some damage. I am confident that the Minister will do his best to ensure at least a standstill figure that takes account of inflation, though it should be remembered that the Arts Council has calculated that the current annual rate of inflation in the arts is 21 per cent, which is higher than the general level.

The real threat is to future years. There has been no official pronouncement since the White Paper in February, 1976, on public expenditure to 1978/80, which showed a significant cut in the grant for 1978/79 and 1979/80. This was qualified by a statement that there would be further review when Mr Harold Wilson completed his report on the financial policy of the arts. A year has passed, no more has been heard of this report, and the Prime Minister has said that it is not to be published.

Here I would—on the threshold of my retirement from the chairmanship—urge the Government to maintain a proper sense of proportion. The money is in budgetary terms insignificant. The cut, if made, would in my view be pursuant to a ridiculous principle that economies should be right across the board, regardless of the relative size of the expenditure and its relative importance.

The central government subsidy for the arts, of which the Arts Council's grant is a part, represents less than 3p per head of the population per week in relation to the real need. It is a far from adequate amount and that this should be the subject of doctrinaire reductions would be shameful. Yours faithfully, GIBSON, Chairman, The Arts Council of Great Britain, 105 Piccadilly, W1.

Mr Smith's tactics

From Mr George Ivan Smith

Sir, Over the years Mr Ian Smith has had his calls for negotiations with many distinguished people who sought to help him to move towards a settlement just to all Rhodesians and peaceful in its unfolding. Lord Goodman, Lord Home, Mr Wilson and now Mr Richard are among the many who imagine that they had reached some form of understanding only to find it vanished.

Mr Smith's excuses varied but the hard political fact is that Mr Smith, even before he became Prime Minister in 1964, set himself one simple political aim: to entrench white Rhodesian power directly or indirectly and no internal African pressure, and no external pressure would be permitted to take him a fraction of a degree off his projected course.

The seeming confusions and negative reactions following numerous meetings are not the expressions of a muddled mind but are carefully and cleverly calculated tactics designed to support his political aim.

I first became aware of this when, in the years leading up to UDI, I was the political representative of the United Nations Secretary-General and covered that region.

Every act by Mr Smith has been one to fit his plan to divide opposition, African or otherwise. Detentions and releases were devised to diffuse opposition and now the release of the "Kisumu package" was a "moderate" wing with which to negotiate in the same class. There is no way in which a peaceful solution can be found unless all African political elements are brought in for negotiations as the British plan proposed.

The African front-line states, Rhodesian Nationalists and Mr Vorster are reported as supporting the British line of negotiation, but Mr Smith alone, using old tactics, falls back on a confusing line that the "Kisumu package" was a form of agreement. Patently it was not. Here is further evidence that Mr Smith is at least consistent in not wanting to be taken off the hook on which he, and now so many others dangle.

Yours sincerely, GEORGE IVAN SMITH, 17 Ashley Court, Morpeth Terrace, SW1.

South Bank parking

From Mrs J. A. Loveless

Sir, With reference to Mr Duncan J. Cardow's letter today (January 27) might it not be suggested that patrons of the Festival Hall, Queen Elizabeth Hall and the National Theatre be allowed to park their cars in the forecourt of Connaught after 6 pm for evening performances?

Yours faithfully, MARY LOVELESS, Applegraph, Palmerston Avenue, Broadstairs, Kent.

Using Greek

From R. E. Witz

It is good to know in today's times that in Britain the teaching of Greek is now on the mend. Cambridge project can stop in the classics on this side, use of us who have laboured cause both as schoolmaster and university teachers will the miracle.

Why "the kiss of life for a language"? Ask the many here in London whose lar is Greek what they have heard about that. Walk the streets and gaze at the shop signs with all the Greek names. Is Orthodox churches up and Britain and listen: to the

it about time to recognize language now in need of really lives? And on the the people (many of them our misdi) call them selves, as did Plato and es. Why not consult them as we apparently do about thods of learning classical

affidually, ITT as House, 24, 25, Street, SW1.

Bury and Rome

From Gordon Albion

A Roman-Anglican Agreed nt on Authority is neither less than the other two Eucharist and the Ministry should have come first!). I number of prelates and ans on either side, and d by both Rome and Canter as issued a document on they agree but which does mit their Churches as such, statement open to discussion as already begun in your and will, without doubt, as long as you allow it, main argument will be principle and practice. gicans and Catholics believe's promise to send the Holy f Truth to "guide you into

Truth, of Christ has been sed by the successors of and the other Apostles to



HM Government
Mr. Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, was host yesterday at a dinner at 1 Carlton Gardens for the visiting Foreign Ministers, Ministers of State and political directors attending the EEC Ministerial Political Cooperation Meeting in London.

[illegible]

Southampton Master Mariners' Club
Captain R. C. Freaker, Captain of the Southampton Master Mariners' Club, presided at a sea-pic supper in Southampton yesterday evening. The Commander-in-Chief, Naval Home Command, Admiral Sir Terence Lewin, was the principal speaker and guest.

between Charles Robert, and son of Mr and Mrs J. E. Thacker, of Salisbury, Rhodesia, and Sarah, only daughter of Mr and Mrs C. J. Goodman, of Tideways, Creeksa, near Burnham-on-Crouch, Essex.

the late Mr M. Rheam, of London.

Power war

"magnitude" he said

Dundee rectorship

He said so at moment. not everyone found conv and at times when s would not have been crit But these strong views we are discussing before his ne

Very significant for the Service, was his work in the Operational Requirements branch to

School discipline
"My master whipped me very hard," said Dr. Johnson of his

Under the last government a Labour member raised the matter in an adjournment debate, saying that corporal punishment was surprising to find, out of the sample of teachers questioned, 90 per cent considered that it should be retained.

cord the

Mr C
meet s

Davy In to deal

[illegible]

in February

The diagram shows the brighter stars that will be about the horizon at the beginning of February. The map is circular, with the North Horizon at the top and the South Horizon at the bottom. The stars are arranged in a circular pattern, with labels for various constellations and stars. The map is designed to show the positions of stars at different times of the night.

about thirty diameters. This month we have a crescent phase, a distinctive shape which weak by week is getting slimmer, and larger from cusp to cusp. This can be seen with ordinary 8 x 30 binoculars, provided they are held very steadily, or preferably clamped in some way.

If you view the brilliant planet against a dark sky, definition will be very poor, so work in as much twilight as possible. At this time of year a deep blue sky is rare, but if it should occur it will be possible to see the planet before sunset; in the afternoon it will be above and to the left of the sun about 40° (two handspans at arm's length) from it. At the moment of sunset the approximate position of Venus will be true bearing 207°, altitude 34°, on the 22nd, 37°, on the 14th; 237°, on the 25th. Positions can be only approximate because, like

Greenwich and earlier by a like amount if the place is east. The map should be turned so that the horizon the observer is facing (shown by the words around the circle) is at the bottom, the north being towards the centre. Greenwich is given as Universal time and expressed in solar minutes. Note in the accompanying notes unless otherwise

depend not only on date and time but on the location of the observer also.

The discovery of the phases of Venus in 1610 by Galileo was a point in favour of the then new Copernican theory of the solar system, for under the older Ptolemaic theory the planets moved in a circle about the Sun, thus it could never be on the far side of the Sun and exhibiting a "full" phase, but would necessarily be a crescent.

Readers may have noticed in *The Times* for January 14 that a nova had been found by an amateur astronomer, Mr. Graham Hovst, in the constellation Sagitta. Nova means new star, but it is not really new. What has happened is that a faint star has "exploded" and temporarily become very much brighter, thus being observed as something

line fighter aircraft. He insisted on testing and refining his ideas in the air in what was for those days an exceptionally advanced aircraft. For this outstanding work he was made a C-in-C while still a Group Captain, an honour not granted to anyone in the Service.

Andrew Humphrey next commanded the very busy airfield at Akrotiri while it was being developed from a virtually a tented camp to the huge permanent base it later became.

Following this he was sent as the R.A.F. Director of Defence Plans, during what was to be a very difficult period. By now there was no doubt among his contemporaries that he was a future CAS, an opinion that was confirmed later during his tenure as the last AOC Middle East.

LIEUT-GEN SIR A. GALLOWAY

Lieutenant-General Sir Alexander Galloway, KBE, CB, DSO, MC, died on January 27 at the age of 81. He was a former GOC-in-C, Malaya, and was High Commissioner, and C-in-C of the 1st Corps in Austria from 1947 to 1950.

A Scotsman, he was educated at King William's College and served during the First World War in the Middle Eastern theatres and on the Western Front, gaining his MC in 1918. During the Second World War he served in the Middle East.

Major-General Thomas Howard Acton, CBE, late the Rifle Brigade, died on January 22 at the age of 59. He was Deputy Army Commander in Ireland 1970 and Chief of Staff and Deputy Director of Operations, Northern Ireland 1970-71.

where he was awarded the and afterwards in Italy, North West Europe. Air War he was GOC 30 British Army of the Rhine from 1946 to 1947, GOC of the Malaya Command, High Commissioner and British Troops in Austria the following three years, his retirement in 1949.

He was made a CBE in 1947. He had made a CB in 1946. He was in 1920, Dorothy Hadden. They had three sons.

Lady Mount, widow Colonel Sir Alan Mount CBE, RE, died on January the age of 98. She was Mrs. Sybil, daughter of Col E. T. Hunt, and she was married 1905. Her husband, spin Chief Inspecting Officer of ways, died in 1955.

izes and demoralizes a child the then Parliamentary Secretary to the Ministry of Education in England. This was taken by the National Foundation for Educational Research as results are published under more than 400 but in one volume entitled "a survey rewards and punishment schools". The inquiry of every kind of school and Public opinion has turned so much from corporal punishment the last century and it is the surprise to find, out of the sample of teachers questioned per cent considered that it is

THE TIMES

BUSINESS NEWS

P will double investment in Britain to £2,700m during the next five years

David Fairclough is to double investment in Britain over the next five years to £2,700m, David Steel, chairman of the British Petroleum group, announced yesterday.

Steel said that the company's investment in Britain would be increased from £1,350m to £2,700m over the next five years. This would mean that the company would be investing £540m a year in Britain, compared with £270m a year at present.

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Mr Steel, BP chairman, hoping to recover Forties £850m investment in two years.

Two years ago the initial investment in the Forties field was £850m. This was for the first phase of the field, which was expected to produce 100,000 barrels a day. The second phase, which was expected to produce 200,000 barrels a day, was completed in 1975.

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Clark family restructure Share stake in Plessey

By Richard Allen

Sir John Clark, 50-year-old chairman and chief executive of the Plessey organization, has substantially reduced his personal holding in the group. He has sold more than 518,000 shares for a sum believed to be in excess of £350,000, reducing his stake to 200,000 shares.

The Plessey board announced yesterday that Sir John, whose family has been associated with the group since its inception, had recently reorganized his personal affairs and decided to purchase a third platform for the Ninian field.

"Development costs for offshore oil and gas have increased enormously with greater water depths, a harsher environment and continuing inflation. A single exploration well in about 600ft of water can now cost £3m, and a platform in similar depths £150m.



Sir John Clark: £69,000 a year as Plessey chairman

At the same time trustees of two family settlements made by Sir John Clark, the former chairman of the group, have sold 475,000 shares in the group, reducing their stake to 1,000,000 shares. The sales have been made as part of restructuring moves for capital transfer tax purposes.

The two lines of shares were placed with instructions by Sir John's advisers, Morgan Grenfell acting through Rowe & Pitman, the stockbrokers. It is understood the deals were struck last week at a slight discount to the market price.

Sales losses feared over tax ruling on Marina 1.8

By Clifford Webb

A row blew up last night between British Leyland and the Inland Revenue, because income tax inspectors are classifying the group's best-selling Marina 1.8 litre saloon in a higher bracket under the new company car taxation rules.

Unless the situation is clarified immediately, Leyland fears sales could be affected by companies switching to the smaller-engined 1.6 litre Ford Cortina, which is already the market leader in fleet and company sales.

Income tax assessments are now going out for the tax year beginning in April. Examples being quoted yesterday put the Marina 1.8 into the above 1800cc class, which calls for a "benefit in kind" of £350.

Arab blacklist warning forces Metal Box to look at Israel holdings

By Malcolm Brown

Metal Box group is considering pulling out of a 25-year-old investment in Israel after threats to several of its major customers from Arab countries.

The Reading-based group, which has a turnover of more than £500m a year, admitted yesterday that the question of its investment in the Israel Metal Box Company, in which it has a 27 per cent stake, was now under discussion.

A senior director told The Times: "We are examining the implications and the consequences and the feasibility of disposing of our interest."

He emphasized that no final decision had yet been taken but the group was seriously concerned by the pressures being put on its customers. Arab countries, including Iraq, Saudi Arabia, Kuwait and Saudi Arabia, had approached Metal Box customers with the warning that they could not sell in the Middle East if they continued to use Metal Box packaging.

Judi discord threatens output rise

Ger Vielevoye

Correspondent

Delay in boosting Saudi oil production to 10 million barrels a day by the 1st March could indicate a serious rift between the Saudi government and the Saudi oil companies, according to sources in the Saudi oil industry.

A sizeable increase in output is the key element in Saudi crude oil pricing plans. At the time of the meeting of the Organization of Petroleum Exporting Countries in December, the Saudis and the United Arab Emirates increased their crude oil costs by 5 per cent against the 10 per cent rise by the eleven other members.

Without at least 1.5 million barrels a day of extra production the Saudis would find it difficult to persuade the eleven other members of the OPEC to drop the idea of another 5 per cent rise in July, and possibly reach a compromise on prices for the remainder of the year.

Reports from within Opec suggest that some members might be willing to reach a compromise with the Saudis at a special meeting in the spring. Any indication that Saudi output will not go up could wreck the prospects for such a meeting.

Shell, on the other hand, has no doubts that production will increase and is planning to take the first cargo from the extra 200,000 barrels of Saudi oil it has purchased through Mobil, one of the partners in the Aramco consortium.

BAC seeks airliner deal in Romania

By Arthur Reed

Air Correspondent

Two of Europe's biggest aerospace groups are competing for multi-million pound deals with Romania under which that country would produce their airliners on a cooperative basis.

The groups are the British Aircraft Corporation, with its One-Eleven 475 airliner, and the West German VFW-Fokker, with its VFW 614.

Both concerns have had members of their senior management in Romania recently meeting officials and politicians at up to Cabinet level, and both expressed guarded optimism yesterday that their proposals would succeed.

Carborundum buys Weyburn for £16.6m

By John Brennan

Carborundum Co, the United States abrasives, engineering and pollution control group, yesterday won control of the British Weyburn Engineering group with a surprise £16.6m cash takeover.

The 425p share cash offer, announced just before the Stock Market opened yesterday, has been accepted by Weyburn's directors and other shareholders representing 43.45 per cent of the equity. In early dealings yesterday Morgan Grenfell, acting for Carborundum, bought a further 6.7 per cent of the shares at 420p, giving the United States company voting control of Weyburn, which claims to be the world's largest independent producer of diesel engine components.

On news of the bid Weyburn's shares leapt 46p from Friday's closing price to 416p.

Mr Ronald Royston, Weyburn chairman, said yesterday that the group had had "lots of approaches from American companies in the last nine months". His decision to recommend this bid centred on Weyburn's plans to "set our sights very high" on further acquisitions.

Mr Royston explains that the American group is "sitting on \$100m" and, since it shares customers in common with Weyburn and has a worldwide marketing operation but no diesel business, the groups should mesh well.

sed curbs old help e-makers

Guidelines to implement north moratorium on 2 part of public expenditure. Have gone to water authorities from the Environment could lead to some of the effects already felt by water and a pipe-making company.

short-time working is mounting throughout the country, according to the Pipe Association.

Steel is discussing the idea of introducing a three or four-day week in the pipe-making industry. Stanton and Staveley in the Midlands. Up to workers could be in and Staveley largely from pipe, which is the product of its production is pipe, the sector of industry worst affected by month moratorium on which began last year.

Mr Callaghan and team to meet shipbuilding chiefs

By Peter Hill

Mr Callaghan will intervene in the crisis affecting Britain's order-starved shipbuilding industry. He has invited leaders of Britain's shipping industry for talks next week to discuss measures which might encourage British owners to place more orders with domestic yards.

Mr Varley, Secretary of State for Industry, and Mr Dell, Secretary of State for Trade, will also be present with leaders of the General Council of British Shipbuilders next Monday. They had planned to meet the council themselves after discussions just before Christmas last year by the tripartite committee on shipbuilding, composed of Whitehall officials, union leaders and members of the organizing committee for British Shipbuilders.

The Prime Minister met the GCBS last October but since then the crisis has deepened. The industry is facing mounting pressure from both unions and employers to produce some short term stimulus to protect jobs until the uncertainty over nationalization is resolved.

Plans for a state holding company—which would take in yards in which the Government already has an interest—are well advanced.

Union leaders, who met Mr Varley last week, have been urging the creation of an intervention fund which could be used to close the gap between British prices and those offered by yards in Japan and elsewhere. Such a fund could involve at least £100m.

Equity markets retreat on a broad front

By David Mott

Small but persistent profit-taking lowered share prices over a broad front on the London stock market yesterday. The FT ordinary index closed 12.7 off 390.5, more than wiping out Friday's strong advance—and its worst performance for 10 weeks.

The prospect of a temporary end to the fall in interest rates also brought out sellers in the gilt-edged market, which, in spite of several attempts at a rally, ended with sizable losses.

By the close "short" dates were lower by between one-quarter and one-half "medium" and three-eighths to three-quarters and "longs" by as much as 14 points.

The exhausted long "tap" declined £14 to end at 298.1, in spite of the performance, equity dealers were not too despondent, feeling that the profit-taking was predictable and largely the result of some cautious weekend press comment on interest rates.

They pointed out that with most of the selling being of "blue chip" industrial leaders the decline in the index was unrepresentative of the market as a whole. Many of the second line stocks stood up reasonably well, dropping just a few pence and "blue chip" industrial leaders were down by a double-figure percentage in the leaders.

How the markets moved

Rises	Falls
Aaronson Bros 15p to 66p	Ass Port Cement 9p to 184p
Furness Withy 7p to 224p	Beecham 8p to 406p
	Courtaulds 5p to 104p
	EMI 6p to 225p
	Fisons 9p to 328p
	GEC 7p to 187p
	Gen Accident 11p to 165p
	Grand Met 44p to 713p
	Hambro Life 10p to 208p
	Imp Chem Ind 10p to 354p
	Metal Box 10p to 270p
	Nitrate Explor 15p to 370p

Redeem Nat Weyburn	Phoenix	Standard Chart	Sun Alliance	Takair	Unilever	Vickers	Watson J
5p to 100p	15p to 205p	14p to 293p	15p to 402p	30p to 700p	14p to 425p	2p to 135p	4p to 53p

THE POUND	Bank	Rate
Australia \$	1.63	1.58
Austria Sch	30.75	28.75
Belgium Fr	65.75	62.75
Canada \$	1.75	1.74
Denmark Kr	18.48	18.08
Finland Mk	6.75	6.50
France Fr	8.75	8.43
Germany Dm	4.32	4.18
Greece Dr	73.50	69.50
Hongkong \$	8.40	7.95
Italy L	1605.00	1535.00
Japan Yen	515.00	498.00
Netherlands Gld	4.50	4.28
Norway Kr	9.41	9.05
Portugal Esc	55.50	55.50
S Africa Rd	2.17	2.04
Spain Pes	121.50	113.75
Sweden Kr	7.61	7.25
Switzerland Fr	4.47	4.25
US \$	1.78	1.74
Yugoslavia Dnr	35.00	32.50

Equities were hit by profit taking. Gilt-edged securities were also sold. Sterling gained 15 pps to £1.7150. The "effective devaluation" rate was 42.8 per cent.

Gold gained 7 cents an ounce to \$132.375. SDR-4 was 1.15257 on Friday while SDR-E was 0.671935. Commodities: Rubber's index was at 1615.1 (previous 1613.3).

On other pages

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Halewood strikers may go back today

By R. W. Shakespeare

A strike which has cost car production worth about £12m at Ford's giant Merseyside plant may be called off today.

The 5,000 body shop workers, whose week-old stoppage has caused the layoff of another 4,500 assembly men at the Halewood plant, are being called to a meeting at Liverpool boxing stadium this morning, and shop stewards are expected to recommend an immediate return to work.

A decision to end the strike will come just in time to prevent more Ford workers being laid off at Dagenham and Southampton, where it was feared that production would have to be progressively run down because of shortage of body shells supplied from Halewood.

GUINNESS PEAT GROUP LIMITED

Interim Statement for the year ending 30th April 1977	
Profits and Dividend	
Group profits for the year to date are well ahead of those for the same period last year and the board have declared an interim dividend at the rate of 3.5p per share, an increase of 0.5p per share over the interim dividend declared last year. It is the board's intention to pay for the year the maximum dividend permitted under current legislation.	
Current Developments	
Two important recent developments overseas, in Brazil and Kenya, together with similar existing ventures in other countries, can be expected to make useful and continuing contributions to the group's profits. On January 20, the group chairman, Lord Keston, attended the formal opening in Brazil of a new cocoa processing plant supplied by Guinness Peat for Barretto de Araujo Produtos do Cacau S.A., which makes the Brazilian company the world's largest producer of cocoa products. Guinness Peat through a jointly-owned marketing company, will market Barretto's cocoa products internationally. On January 21 an agreement was signed in Kenya for a £12 million agro-chemical plant to produce the chemical fural from maize cobs. Guinness Peat are heading the international consortium of companies building the plant and will also be responsible on an on-going basis for the provision of management and marketing services.	
Associated Companies	
The group's principal associated companies are showing substantially increased profits at the interim stage. Linford Holdings Ltd, in which the group has a 22.9% stake, has announced an offer for Gateway Securities. On the successful completion of the bid Guinness Peat Group expect that their interest in Linford will be maintained at approximately 20%.	
Dividend Details	
	Rate per share net of tax credit
Year ending 30th April 1977	
Interim payable 4th March 1977 (record date 11th February 1977)	3.5p
Year ended 30th April 1976	
Interim paid 6th March 1976	3.0p
Final paid 29th October 1976	5.2763p
	8.2763p
	2,101,680
Registered Office: 32 St. Mary at Hill, London EC3R 8DH	

Leyland bows to Ryder call for research and development centre

By Clifford Webb

Leyland Cars yesterday announced plans to rectify one of the main weaknesses spotlighted by the Ryder report—the absence of a research, development and design centre of the type enjoyed by all its big European competitors.

The state car group has submitted outline plans to Solihull Metropolitan Borough Council for a 1.5 million sq ft complex which will house 5,000 engineers, technicians and back-up staff by the mid-1980s.

The site chosen after months of investigation by a special project team, is close to the junction of the M42 motorway and the A34 Stratford-on-Avon

to Birmingham road. It is conveniently located for access to Leyland's Midlands car factories and the proposed test track to be built at Gaydon, near Warwick.

Research and development work is at present carried out on up to 12 different sites with the main concentrations at Triumph-Coventry, Rover Solihull and Longbridge, near Birmingham.

Although some new jobs will be created, most of the 5,000 will be able to move to the Solihull site from existing R&D departments without changing their homes.

Leyland last night declined to give any cost figures. A spokesman said: "Planning of the centre is still in its initial

stages but it is necessary to submit a planning application in order to secure a location and to permit detailed plans and estimates to be prepared.

"If the application is successful it is thought that the first stage will be completed by 1981. The outline plan for the centre is under review within Leyland before submission to the National Enterprise Board."

The full scheme is not due for completion until the mid 1980s—at least five years behind the target date of 1979 which was set in the Ryder report.

The site has been chosen in close consultation with shop steward members of Leyland's joint union-management participation committees.

NEDO urges machine tool industry to keep its workers informed

By Edward Townsend

In its first detailed study of industrial workers' attitudes, the National Economic Development Office has called for better communications within the United Kingdom machine tool industry with the establishment of extensive consultation procedures.

The study, the result of interviews with 200 employees, including management, shop stewards, foremen and shop floor workers says that many machine tool companies have communication difficulties and there is scope for substantial improvement.

"Improved communications will require more extensive consultation and a better flow of information from management to both shop stewards and employees on a wide range of issues. These include the financial position of the company, investment plans, the order book and any planned changes in methods of working."

The study, conducted by NEDO on behalf of the machine tools Little Nedd, advocates setting up a range of committees. By giving employees a direct financial interest in company performance some communications problems could be overcome, it says, as long as companies ensured that such schemes were relevant and made available to workers regular information about the pay scheme.

In a foreword, Mr Anthony Frodsham, chairman of the Little Nedd, says that the sense of commitment of employees in the industry, which became apparent during the interviews, "is one of the industry's most valuable assets and provides a firm base on which companies and their employees should seek to build in the coming years."

The study's lengthy series of recommendations includes important suggestions to correct



Mr Frodsham: valuable asset in employees' attitudes.

the slide of earnings in the industry which has left average pay rates below those of manufacturing industry as a whole.

That skills in the machine tool sector may be undervalued, leading to recruitment difficulties in the future, leads NEDO to urge companies and unions carefully to review pay levels and skilled men when pay policy permits.

Meanwhile, companies are urged to attempt greater humanization of employment conditions for non-manual and skilled manual workers, including sick pay, pensions, holiday pay, clothing procedures and canteen facilities.

Low profitability in the industry, however, is seen as a brake to such improvements and must be flanked by "a substantial increase in productivity". This, says the study, can be achieved by ending the more extreme effects of the machine tool ordering cycle, which would need the long-voiced Government counter-cyclical investment support scheme, and by winning workers' support for better manpower use.

The interviews underlined the importance of security of employment, says the study.

Home prices slipped in last quarter

House prices slipped on average by about 1 per cent in the last quarter of 1976 according to statistics released yesterday by the Department of the Environment. Over the year, however, prices rose on average by 7 per cent.

The average price of homes on which new mortgages were approved—as opposed to completed loans which are negotiated some six or so weeks earlier—dropped from £13,350 to £13,258. The decrease, says the DoE, "may simply reflect seasonal factors".

However, the average trend conceals the greater resilience of new house prices. Although a smaller proportion of overall sales, they in fact, rose by 1 per cent in the last quarter, the average price for new homes is now £13,830, 8½ per cent higher than in the last quarter of 1975.

For second-hand homes the average price was £13,140, 7 per cent higher than a year ago, and 1 per cent lower than in the third quarter of 1976.

During the year there was little variation in the percentage advance to new borrowers. At the approval stage the average advance was 23,500 in the last quarter, representing 64 per cent of the purchase price compared with 64½ per cent in the previous quarter and 64 a year ago.

Winter is not a brisk time for house sales and the last quarter of 1976 also saw the introduction of the 12½ per cent mortgage interest rate causing buyers and sellers to pause, however momentarily.

Another reason for the slight setback in house prices might, as the DoE points out, result from the mix of dwellings on which new mortgages were approved or completed in that quarter.

£3m titanium deal lifts IMI orders to £12m

By Clifford Webb

Central Electricity Generating Board estuary and coastal power stations are being reequipped with millions of feet of titanium condenser tubes to combat salt water corrosion.

The move has brought big orders for IMI's New Metals Division at an opportune time. It is Britain's only producer of titanium and demand for this material has been depressed in recent years.

A new £3m order for 2.7 million ft for the board's Littlebrook "D" power station raises the total value of titanium tubes supplied for this purpose to more than £12m.

IMI's sales have risen five-fold in the past four years, making it now the world's largest producer of titanium tubing. Orders have also been received from Italy and the West Indies.

The CEGB completed the first conversion at West Thurrock

power station on the Thames in 1970. After two years' testing it decided to go ahead with a full conversion at the same station. Since then there have been no leakage problems and thermal efficiency has improved by some 4 per cent.

But the big "breakthrough" came when the board decided to use titanium tube for the two 600MW generating sets specified for the advanced gas-cooled nuclear reactor station at Heysham, Lancs.

Since then orders have been placed for similar tubing for the five 600MW turbines at Grain, the oil-fired station under construction on the Medway, Ince station in Cheshire and for one condenser at the Wylfa Magnox nuclear station.

An IMI spokesman said yesterday that American, European and Japanese power utilities had made increasing use of the material.

Mr Dell ends Bonn visit

From Peter Norman

Bonn Jan 31
Mr Edmund Dell, Secretary of State for Trade, left here today clearly impressed by what he had learnt of the German system of industrial democracy.

Speaking at the end of two days of talks with West German government officials and representatives of both sides of industry, Mr Dell said he had found positive opinion that industrial democracy in Germany had contributed to the country's economic success.

While acknowledging that conditions in Britain were very different, Mr Dell added that he could see no justification for the view of those who argued that a system of industrial democracy could not be introduced in Britain.

Nor had he seen anything here to suggest that industrial democracy could not be built on to the British system of industrial relations.

West Germany has a highly developed system of industrial democracy encompassing labour courts, workers' councils at plant level and a two-tier board system. In contrast to the majority proposals of the Bullock Committee, workers representatives in Germany sit on the supervisory board, the institution which oversees the activities of the managing board which handles the day to day running of the company.

Mr Dell said he had been impressed by the importance attached in Germany to the supervisory board.

Exporters to pay one-third more for ECGD cover

By Melvyn Westlake

Exporters face increases of a third in the cost of insuring themselves against overseas bad debts in the wake of a general overhaul of premiums by the Government-run Export Credits Guarantee Department.

The increases in insurance premiums, which will take effect from April 1, were announced in the House of Commons yesterday.

It is only the second time since the war that premiums have been raised, and it is hoped that there will be no need for any further general increase for two years.

The ECGD, which insures about 35 per cent of all British exports, has been faced with mounting claims in recent years, as a result of a higher level of total business, but also partly reflecting some deterioration in the trading climate.

Claims rose from £29.9m in 1974-75, to £42m in 1975-76, and "show no signs of falling", according to the department.

As a result, its reserves last year only accounted for about 2½ per cent of total sums at risk, compared with the ratio of 3 per cent that is thought to be desirable.

The ECGD, which under-

writes exporters against non-payment by foreign buyers and assists in the financing of export credit sales through the issue of guarantees to banks, is obliged to break even "taking one year with another".

For the bulk of the department's business—exports sold on credit of up to six months—premiums rise on average by 8p per £100 of export business covered, bringing average rates to 32p per £100.

For "extended terms", the average increase will be about 10p per £100 insured, bringing the average premium to 32p per £100.

The cost of ECGD guaranteed business—whereby banks provide export finance—will rise from 12½p to 15p per £100, where exports are sold on credit of up to two years; and from a 25p maximum to 32p per £100 insured, on exports sold on more than two years credit.

For Buyer Credit Guarantees on project business (where United Kingdom banks which make finance available for foreign buyers to pay British exporters working on large capital goods contracts) and for specific guarantees (supplier credit for capital goods contracts) the increase will be 10 per cent.

LETTERS TO THE EDITOR

Let banks reveal clients' tax evasions

From Mr W. Vose

Sir, Much attention has been focused on confidentiality in banking and finance as a result of the Bullock Committee's Minority Report which seeks to exclude banking from any legislation which would give employers access to bank boards. Needless to say, my Union rejects the proposals of this minority report and supports the main recommendation of the Committee.

There is, however, another aspect to confidentiality and that is the relationship between the individual bank customer and the bank official dealing with the customer's account.

We recognize that the Banker's duty of secrecy is crucial in upholding the highest tradition of banking, but a number of union members are becoming increasingly aware that they are sometimes forced to become custodians of information which indicates tax evasion on the part of a customer.

In such circumstances the role of enforced and reluctant confidant is unacceptable to our members and we would like to see legislation introduced so that customers are unable to hide their tax evasions behind their Banker's duty of secrecy.

Readers of The Times may

be aware that a Banker's duty of secrecy is not absolute but qualified and the following examples of exemptions were cited in the case of Tournier National Provincial Bank 1923:

(a) Where disclosure is in the public interest.

(b) Where there is a duty to the public to disclose.

(c) Where the interests of the bank require disclosure.

Yours faithfully,
BILL VOSE,
Assistant Secretary,
National Union of Bank
Employees,
Sheffield House,
Essex, Surrey.

Patents Bill text needs transportation

From Mr John Bushell

Sir, There are three good reasons why the Patents Bill should quote language from the European Patents Convention:

1. To make clear that we fulfil our Treaty obligations.

2. To avoid the complexities of two different systems of law, both applying to patents effective in this country.

3. To obtain recognition and weight in overseas courts for British judgments, in the development of European and Community patent law.

The brief report of the Second Reading in your issue of January 25 mentions Lord Alexander of Potterhill's speech on this. Brevity doubtless precluded your reporting the Lord Chancellor's reply. Those who have read Hansard must be amazed by it, for the reason the Lord Chancellor gave for non-correspondence of Bill and Convention language was "the difficulty of translation".

How can this be? There is an authentic English text of the European Patents Convention, signed on behalf of the United Kingdom Government. What is required is translation, not translation, from this text.

Yours faithfully,
JOHN BUSHELL,
34 Curstair Street,
London, EC4A 1PQ.

Radical changes needed in ferrous foundries

From Mrs J. F. M. Dodgson

Sir, The article by Maurice Macdonald on the ferrous foundries (January 19) prompts me to write more fully about one aspect of the problem. He says, "Foundries are not pleasant places of work..." This must be one of the understatement of the year if the workplace which has been described to me is representative of foundries as a whole. There would be an outcry if domestic animals had to endure such stressful conditions.

1. Physical exertion in extreme heat. During last year's heatwave the temperature rose to 130-140°F. Weights of up to 150lb have to be man-handled.

2. Inadequate or non-existent ventilation.

3. Intolerable levels of dust from potentially dangerous minerals, due to poorly designed and badly maintained extraction systems. The dust is often so thick that it is impossible to see across the factory floor.

4. A constant high level of noise, probably above that at which damage to hearing starts to occur.

5. Intermittent exposure of the eyes to the glare of white hot molten metal.

6. Frequent minor and not so minor burns from flying particles of metal or from accidental spillages.

The chief safeguard against these hazards to workers' health, both present and long term, appears to be a few items of protective clothing. These merely make working conditions more unpleasant because they exacerbate the discomfort.

Because legs are discarded from sweat. As a result, pieces of molten metal can and do get trapped in the operators' boots, causing burns which take weeks to heal. A slurry of dust and sweat builds up on the worker's face if he chooses to wear the paper mask which management offers as an answer to the dust problem.

Glasses are compulsory to protect eyes from the extreme heat and from foreign bodies, but tinted lenses are only supplied on production of a letter from a doctor. The difficulty is that both blinding glare and murky gloom, when the worker powers up the die before casting, are encountered on the same job.

The workers themselves believe that their firm is making handsome profits. The truth may be more complicated, but the fact that they think this to be the case can only heighten the feeling of "them and us" which so bedevils British industry.

It is to be hoped that the £22m which the Government is making available to the ferrous foundries will only be granted to those firms undertaking a radical improvement in working conditions. It is time that the sure of public opinion should be brought to bear upon those who are responsible for the health and welfare of a little known but vitally important part of this country's workforce.

Yours faithfully,
JANET DODGSON,
Flood Street Farm,
Breamore,
Fordingbridge,
Hampshire.

Whitbread strike made official

A brewery dispute which has stopped Whitbread's supplies to pubs in East Anglia for more than three weeks has been made official, Mr Paul Greenough, a district officer of the transport workers' union said yesterday.

The dispute is over a new delivery system. Mr Greenough said the union now regarded it as a lockout and no members would be allowed to cross the picket lines.

Record beer output

More than 40 million bulk barrels of beer were produced in the United Kingdom last year for the first time—11,548 mil-

lion pints. This is 1.65 per cent above the previous record in 1975, the Brewers' Society said yesterday.

Japan car exports up

Japan's 1976 motor exports rose 38.5 per cent to 3.71 million units, the Japan Automobile Manufacturers Association said. Exports including components, were valued at £10,295m (about £6,000m) in 1976, up 44.3 per cent from 1975.

Interest rates cut

The maximum rate of interest relief grant and

interest rates for loans under Section 7 of the Industry Act 1972 were being reduced with immediate effect, the Department of Industry said yesterday. All rates are being reduced by half of one per cent.

Chemical growth hope

West Germany's chemical industry is expecting another year of above-average growth in 1977, although the strong advance of 1976 will not be repeated, Professor Rolf Sammet, chief executive of Hoechst AG and president of the German Chemical Industry Association, said yesterday.

Honeywell and MDS 'distributed' systems

New moves into "distributed processing" have been announced by Honeywell Information Systems and by Mohawk Data Sciences. Honeywell's announcement includes the company's largest computer as well as a concept known as "Distributed Systems Environment". The MDS offering is based on a new series of low-cost operator stations for basic types of distributed computing.

Mr Brian Long, director of marketing and planning for Honeywell Information Systems in the United Kingdom, said the distributed systems environment was made up of three elements—information processing, data management and network processing.

Information processing was represented by a supervisory host computer at a central site; satellite computers at strategic locations; and terminals which enabled people to enter and extract information.

For data management, software was needed which would handle data entry, storage and access across the entire system, while freeing the people using the system from any concern about how the database was structured.

Thirdly, the network processing involved communications hardware and software which provided for the movement of data while allowing all components of the system to work together more effectively.

Within this framework, users would tailor the system to meet their needs. Honeywell's new products, Mr Long said, included host, front-end and network processors; communications software; and terminals.

Speaking at the London launch of the new products, Mr Rolf Sammet, chief executive of Honeywell Information Systems, said 1976 had been a good year for Honeywell's worldwide computer business.

Computer orders in the

Computer news

United Kingdom rose by 17 per cent, with total turnover up 14 per cent, and exports representing 29 per cent of the total.

Among the product announcements was the 66/85, the largest computer yet launched by Honeywell. Cost of a typical system would be about £3m.

Towards the other end of the computing scale, the new Series 21 systems announced by Mohawk are based on groups of operator stations which in the initial versions, will handle either data entry or application processing.

Well known as a pioneer of key-to-tape data-entry systems for computers, MDS now makes data recorders, key-to-disc systems, "intelligent" terminals and preprocessors.

Mr Ralph O'Brien, president of Mohawk Data Sciences, said he believed that the new series would do for distributed processing what the key-to-tape data recorder did for data entry over decades ago. "We see a new standard for low-cost source document conversion then; we now plan to do the same for a broad range of distributed applications."

Transatlantic data

Under a trial service due to start on February 14, users of the Post Office's Data 200 service will be able to gain access to databases in the United States operated by Tymnet Inc. This follows an agreement between the Post Office and Western Union International. Database subjects include chemistry, engineering, oil and gas production, pollution, patents, agriculture, oceanography, the weather, economics, transport and medicine.

Kenneth Owen

McCORQUODALE

International specialist printers

Year ended 30 September	1976	1975
Group turnover	£44,985	£40,964
Profit before tax	1,046	2,344
Equity earnings	765	1,300
Earnings per share	5.1p	27.0p
Ordinary dividend	12.75p	12.75p

Mr Alastair McCorquodale, Chairman, reports:

* Profit of Group disappointing as a result of trading loss by The Falconer Company.

* Continued investment in new equipment.

* A good and encouraging start made to the current year.

Copies of the report and accounts may be obtained from:
The Secretary, McCorquodale & Company Limited
P.O. Box 66, McCorquodale House, Telford Road,
Basingstoke, Hampshire RG21 2YA.

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FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Second liners hold on but leaders succumb

Equities had their worst day for 10 weeks as small, but persistent profit-taking weakened prices over a broad front at the start of the new account.

Gilt were also hit by selling and, in spite of several attempts at a rally, short dates were lower by between one-quarter and one-half, "mediums" by three-eighths to three-quarters and "longs" by as much as 11 points.

Burmah Oil was still strong on its United States financing deal. It went against the trend with a rise of 2p to 66p. The share was also helped by unsupported talk that there may soon be a settlement with the Bank of England over the BP shares bought by the Bank at the time of the Burmah crisis two years ago.

Equity dealers said that selling was not heavy. But with leading shares in a nervous state after last week's strong gains, the FT Index closed 12.7 off at 390.5, at the bottom, and more than cancelling out Friday's rise.

In spite of this performance, market men remained reasonably cheerful, feeling that the slide was predictable after some cautious weekend press com-

ment on interest rates. They pointed out that the second-liners had stood up comparatively well.

Most of the heaviest losses came from the "blue chip" equities. Typical were Unilever, lower by 14p to 425p, Glaxo, 12p to 455p, ICI 10p to 354p, Fisons 9p to 328p, and Becham 8p to 406p.

Insurances were also well down, additionally worried that the severe weather in the United States would bring a rash of claims there. Here, too, there were double figure losses with Sun Alliance down 13p to 402p, Royal 12p to 308p, General Accident 11p to 165p, Commercial Union 11p to 111p and Hambro Life 10p to 210p.

The clearing banks, which are expected to reduce their base rates again this week, also went lower, though more modestly. The best was Barclays, just 3p off at 265p, but Midland gave up 4p to 278p, National Westminster 5p to 250p and Lloyds 6p to 212p. Standard Chartered was again a particularly weak spot, losing another 14p to 293p, but Schroders defied the trend with a rise of 5p to 310p.

After a 425p cash bid from Carborundum, Weyburn shot up 46p to 416p, with L. Gardner, where Rolls-Royce has

a stake, up 7p to 147p in sympathy. Both Cable Trust 31p to 129p and Globe 21p to 87p were better on merger talks news.

Covenham warrants present an interesting exercise in risk and reward. They run until 1983 and are exercisable when the ordinary shares reach 133p. So the implication of *Général Occidentale's* proposed bid at 120p is that they are worthless. But rule 29 of the Takeover Code requires bidders to recognize the rights of the holders of convertibles, warrants and options. Then again, there could be a higher bid. But the warrants fell from 25p to 22p, in busy dealings.

Some favourable comment was good for rises of 5p to 44p for S. Lyles, 21p to 121p for FFA Construction and 3p to 55p for Tecomat. But John Brown dipped 6p to 128p on profit-taking after Friday's big rise. Reed, 3p to 214p, and BAT Industries, 7p to 272p, lost ground ahead of figures today.

Oils followed the general trend with Shell down 6p to 490p and Ultramar 5p to 150p. But BP, after announcing investment plans, held steady at

880p and Tricentral, off 7p at first on Thistle field worries, rallied to close a penny to the good at 114p.

The prospect of interest rates holding steady for some time to come reversed the upward trend in properties with Haslemere losing 9p to 224p, Great Portland 6p to 224p, Stock Conversion 6p to 184p and MEPC 3p to 71p. Going the other way was Churchbury which firmed 8p to 178p. Others to rise were Redfern National 6p to 100p on expansion plans, Furze Withy 7p to 224p and Aaronson Brothers, which scored an impressive 15p rise to 66p.

With the exception of AP Cement, lower by 9p to 184p, the building sector put up a comparatively strong performance with Lasing just a point off at 87p, London Brick down 1p to 44p, and 2p drops from Taylor Woodrow at 274p and Wimpey 48p. Kleeman held firm at 180p.

On the engineering pitch, the best spot was to be found in Tube Investments, down 2p to 344p, but Metal Box 10p to 270p, was more in line with the market trend.

Some stores also reached lower ground, notably Boots 6p to 138p, WH Smith "A" 6p to 364p, Mothercare 4p to 218p, Marks & Spencer 4p to 101p and British Home Stores 3p to 159p. Bowater fell 7p to 185p.

Ahead of figures due to-morrow Lombro, which featured last week on the Dunsford & Elliott bid, rose 3p to 76p. Equity turnover on January 28 was £109.77m (22,192 bargains). Active stocks yesterday according to Exchange Telegraph, were ICI, Tricentral, Rank, Commercial Union, Shell, GEC, BAT, DfD, BP, Thorn "A", Marks & Spencer, Grand Metropolitan, Distillers, Burnmah, Barclays, EMI, John Brown, Hanson Trust, MEPC, Slater Walker, Royal Insurance and Cable Trust.

Latest dividends

Company (and par value)	Ord div	Year	Pay date	Year's total	Prev year
Howard Shuttering (10p) Int	0.77	1976	7/3	1.4	1.4
Leisure Caravan (10p) Int	2.15	1976	7/3	5.8	4.81
Dividends in the table are shown net of tax on a gross basis. To establish gross multiply the net dividend by 1.54. * Forecast. † Already paid.					

Racal's US rivals for Milgo approve equity base

The rivalry between the British Racal Electronics and the American group Applied Digital Systems to buy Milgo Electronics has been taken a stage further. Stockholders of Applied Digital approved the company's offer to acquire Milgo for about \$29 a share.

They also approved an increase in the authorized common stock from 5m to 15m shares and the creation of a new class of preferred stock of 5m shares of \$1 par value.

The gaining of Milgo would be the first real foothold for Racal in the United States. Racal's trump card remains the recommendation of the Milgo management to shareholders of Racal's \$26 a share cash offer and worth \$46m, about £27.5m. Applied Digital's counter-offer is in paper.

If the deal goes through for Racal it will mean an immediate boost to Racal's sales in the United States from 4 per cent of the total to almost a quarter.

Argo takes 64 pc of Wms Hudson

Argo Group has bought 1.3m more Williams Hudson Group ordinary shares. They were bought at 25p. Included in this figure is 700,000 shares bought from Mr R. W. Roberts, deputy chairman of Williams Hudson.

Argo now holds 7.25m shares in Williams Hudson, 63.74 per cent, and expects to issue a document containing the offers to be made for the balance, and for the 8 1/2 per cent convertible unsecured loan stock 1990/1995 of Williams Hudson "very shortly".

Thos Ward still bent on lowering its gearing

By Richard Allen
With the outlook still clouded for the current year, Thos Ward's gearing remains a major cause of concern.

Mr D. F. Walton, chairman, says in his annual report that the relationship between shareholders' funds and borrowings has improved significantly since last year's rights issue. But interest costs are still a burden. In the latest balance sheet shareholders' funds represent 55 per cent of total capital employed against 47 per cent a year ago.

The chairman says that the iron and steel division will undoubtedly earn less until demand for scrap and steel recovers. With associate companies in the construction division having already reported first six months figures, maintained profits are expected.

Engineering should improve while industrial services are still finding business difficult. But motor distribution will probably receive a boost partly through the launch of the new Ford Fiesta.

Hopes fulfilled at Leisure Caravan

By Tony May

A thirteenth record year in a row is assured at Leisure Caravan Parks. In the eight months to October 31, pre-tax profits of this Hemel Hempstead-based caravan park operator jumped 35 per cent to £1.56m.

The group's business is seasonal, but money is set aside to cover winter expenses, so profits in the full year to February 28 should not differ materially from these interim results.

Over the whole of last year

profits rose from £955,000 to £1.18m. Mr D. Allen, chairman, points out that the results are in line with forecast. Demand continues to grow.

Shareholders recently received an interim dividend of 3.31p gross against 2.57p, and a total for the year of 8.16p against 7.4p gross has been forecast. The group was confident of a record result last August, when the annual meeting heard that at least £1.5m would be made. The group lets caravan sites annually, and gets more than half its income from rents paid in advance.

UDT in £6.6m disposal

In an agreed deal worth £6.6m, about 56.6m, United Dominions Trust is selling its 51 per cent interest in United Dominions Corporation (Canada).

The interest formerly held by UDT's Canadian subsidiary, UDT International is going to Canadian Imperial Bank of Commerce. This bank already holds the other shares and it is buying UDT International's interest under the pre-emption provision in its shareholders' agreement.

The amount UDT International will get under the agreement includes a special dividend to be paid imme-

diately before completion, payable in United States dollars. The £6.6m is equivalent to 51 per cent of the net asset value of UDC (Canada) at December 31, and of its estimated net earnings for the month to January 31, 1977.

Net profits before tax for UDC (Canada) for the year to March 31, 1976, were \$4.28m and for the six months to September 30 \$2.1m.

Since last October UDT has sold for £2.5m cash its Hong Kong subsidiary to Barclays Bank International and its New Zealand Banking Group bought the 60 per cent interest in Endeavour Investments (New Zealand) for £3.4m.

Francis Pk improving but auditor qualify

The long-awaited accounts for the year to March 31 show that Francis Parker, building supplier and h builder, swelled its 1 from £1.27m to £1.76m. Turnover was £22.7m up £29.2m.

The group was hard-hit by a drop in demand for its charge of £2.5m against £1.2m of profit out of £1.28m at £1.56m.

The picture improved the six months to Sept 30. Losses of £119,000 into profits of £122,000. The group was £1.2m into £1.21m. All the ru was made in the United dom with trading profits from £1.3m to £1.53m at interest charges dipped £1.29m to £1.2m.

Naturally there is no div Mr R. K. Francis, chairman, says that the group cut borrowings by £5.5m December 31. Sales of including the land bank leave the group well placed he can give no timetable return to "satisfactory".

In qualifying the ac the auditors say that in y group losses they are un form an opinion of the w shares in subsidiaries.

Country & N Town realizes £4m

Owner of a chunk of the Strand and a long string of provincial shops and office properties, Country and New Town Properties is successfully curbing borrowings.

This is all to the good because interest charges in the six months to July 31 nearly pushed net profits out of sight and a conservative accounting treatment would have swept them away.

Before interest and tax profits were as high as £1.39m against £1.23m. But interest absorbed £179,000 more at £1.27m. So pre-tax profits fell from £137,000 to £115,000 and after £23,000 in provisions tax net profits were £11,000 down at £57,000.

Minorities took £43,000 of these and it is pointed out that if expenses on properties held for development had been subtracted instead of being treated as deferred revenue expenditure, another £91,000 would have gone.

This policy of treating development expenses as deferred revenue spending will be reviewed with the annual accounts. As usual, there is no interim dividend.

However, much has happened to the group since last July. The group made £4m from selling the Blundells store and other United Kingdom deals, and the Strand department store has planning permission to change to offices at the front of four floors on the Strand.

Amex Bank doubles in a year

Amex Bank, the London-based merchant banking subsidiary of American Express International Banking Corporation, reports a consolidated pre-tax profit of £3.72m for the twelve months to December 31, 1976, compared with £2.33m for the previous 15 months. This represented a

yearly increase of 99 per cent. Total assets at the year-end were £365m (1975, £358m).

Lord Camoys, newly-elected chairman, who until now has been managing director and chief executive officer of Amex Bank, reports: "The development of Amex Bank as a fully-fledged international merchant bank during 1976 has been very encouraging."

NEB extends its White Child plan

The National Enterprise Board's offer to inject £1.1m and take a 24 per cent stake in White Child & Beney, has been extended until March 24.

This will give shareholders of the plastics and material handling group time to consider the take-over bid from Arthur Guinness. The NEB recently extended its offer until March 14.

The first closing date for the Guinness offer is February 14 and the meeting of White Child shareholders to consider the NEB offer had been called for February 23.

Meanwhile James Capel bought on Friday 10,000 White Child & Beney shares at 65p for Guinness.

Fresh advance looked for by Charterhouse

"Having successfully strengthened the equity base and earning capacity of the Group, I am confident that, in the absence of unforeseen circumstances, we shall be reporting an increase in profit in 1977", declares Mr J. G. Vaughan, chairman of the Charterhouse Group, in his annual statement. The main sources of the upturn in 1976 were a higher level of profit from development capital activities, particularly in North America; an improvement in

profitability for the C companies; new recom north Glanville, Enthoven, Long Grove, substantial increased profit from expansion from overseas activities together with gains from c translations and a good bution from the smaller, facturing companies.

Tate & Lyle-Manb to swap loan stock

The Tate and Lyle wants to facilitate the re situation of the sugar interests of the group for the acquisition of Manb Gaton.

Holdings of unsecured stock of Manb and changed for unsecured stock of Tate and Lyle.

Loan stock 1994-1998 issued under the off Manb will not carry rights of conversion. scheme goes through is effective from April 1.

Provident Financial HT Greenwood

Still struggling to buy C wherein it now has 1 per cent Provident F Group is buying T wood, persons finan pany of Ashton and Greater Manchester, £250,000.

At the vendor's requ consideration will be ordinary shares in P. The number will be f reference to the middle quotation on the day of tion of the agreement. the latest published of Greenwood, for months to September 30 net assets of £330,675.

Since that date, losse fraud at one of Gre 15 branches have, el that surplus.

Currency swings block Petrofina

Brussels, Jan 31.—Petrofina S.A., Belgium's major oil company, reported a 1.5 per cent rise in 1976 net profit to 6,000m Belgian francs, from 5,900m francs in 1975.

It proposes a 1976 net dividend of 174 francs a share, against 170 francs.

Petrofina said that earnings grew a bit despite substantial losses on currency fluctuations, especially the dollar's decline against the Belgian franc.

Petrofina added: "A great part of our revenue is in dollars and if our results were expressed in that currency our result (for 1976) would have improved by 13.7 per cent from the preceding year."

Taking account of a free stock issue made for 1975 when it gave shareholders one new share for each 20 held with 100,000 shares reserved for the staff, Petrofina pointed out that its actual payout to shareholders will increase by 8.35 per cent from 1975 if its annual meeting on May 13 approves the current dividend proposal—AP-Dow Jones.

increase in net profits for the half-year to December 31 from \$195.5m to \$225.4m. Sales rose from \$3,130m to \$3,560m. In the second quarter profits went up from \$86.57m to \$101.02m and from \$1.05 to \$1.22 a share. Sales in the second three months rose from \$3,130m to \$3,560m.—Reuter.

Overseas

Computer store lifts Honeywell

Reporting 1976 net profits up from \$76.5m to \$105.3m, Honeywell Inc says that information systems marked time but the computer side did much better. Revenues for the year rose from \$2,310m to \$2,520m.

Information systems rose only \$1m to \$41m but a rise of 6.7 per cent to \$914m. But in the second half of 1976 the computer business began to brighten.

Net computer bookings increased "significantly" for the year as a whole. Computer rental and service revenues increased 13.4 per cent to \$522m.

Procter & Gamble

Soap and detergent giant Procter & Gamble reports an

Business appointments

Grand Metropolitan's new direc

Mr Anthony J. Tennant has joined the board of Grand Metropolitan as a result of the additional responsibilities he assumed last June.

Mr P. W. Bennett becomes chairman today of W. H. Smith & Son (Holdings) following the retirement of Mr C. H. W. Troughton as chairman and as a director.

Mr D. A. Acland is made chief executive of the group with responsibility for all subsidiaries. From February 28 Mr Morris, managing director retail, will become deputy chief executive of the group.

Mr Morris will also be chairman of W. H. Smith International, a director of W. H. Smith Canada, and a member of Book Club Associates, remains a director of Sims, the company directed jointly by W. H. Smith and Elsevier in The Netherlands. Mr

S. M. Hornby, retail director, is to be managing director retail and Mr M. J. Naeger, retail manager, retail director.

Mr Sidney Wild, deputy chairman of County Bank, is now chairman in place of Mr J. A. F. Binny, who has retired.

Mr J. A. S. L. Leighton-Boyd, director and group treasurer of Pilkington Brothers, and Mr C. Townsend, a deputy general manager of National Westminster Bank, are to become executive directors. They replace Mr A. G. Touche who has resigned following his appointment as a deputy chairman of National Westminster Bank.

Lord Canons has been elected chairman of Amex Bank, London-based merchant banking subsidiary of American Express International

Banking Corporation. Mr Bliss, who had been a chairman, remains a director.

Amex Bank, Lord Canons managing director chief executive officer, ceased in this post by a Macdonough, already a director.

Mr C. D. S. Barclay is the board of Tramm.

Mr G. R. G. Berwick quished the office of d. Stas Francis, holder of the year ended Ju Reuter.

Have the complexities of the Gilt Market put you off the advantages?

With all the news coverage Gilts have been getting lately you'll know why they're in favour.

British Government securities yield a high and secure income. They can produce valuable capital gains.

But at the same time, as you may know, the gilt-edged market is highly complex.

It's a volatile market that responds quickly to the news of political and economic events both in this country and abroad. Not the sort of thing you go into unless you're very experienced. Or very wealthy.

While this is true, it needn't deter you.

Gilt-edged Barclaybonds have been designed to overcome the difficulties facing the private investor wanting to get into the gilt market.

The minimum investment in a Gilt-edged Barclaybond is £500.

That's a sizeable sum, and when it's pooled with other investors' money it becomes possible to get all the benefits of professional management on a day-to-day basis.

The investment managers, using their experience to judge how prices are going to move, assess market trends to get the best advantages for bondholders.

They aim to achieve maximum growth over the medium to long term both through capital appreciation and reinvestment of net income.

Not only do you get professional management of your money with Gilt-edged Barclaybonds, you also get the benefits of a single premium life assurance policy and, for those paying higher rate tax or the investment income surcharge, there are possible tax advantages.

Before investing, of course, you'll want to know more.

Either send the coupon below or ask about Gilt-edged Barclaybonds at any branch of Barclays Bank.

I'd like to know more about Gilt-edged Barclaybonds.

Name _____

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Send to: Vic Kingsley, Barclays Life Assurance Company Limited, Juxon House, 94 St Paul's Churchyard, London EC4M 8EH. (Not applicable in Eire).

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Secretarial and Non-Secretarial Positions

Recruitment advertisements on this page are open to male and female applicants.

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Looking for intelligent, young people with a good knowledge of English and a good knowledge of the cruise industry. Full training provided. Please contact: Mrs. Julia's Cruise Ships, 101-937 1555.

SECRETARIAL

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Need Bright Sales Staff. High fashion clothes. Salary, commission. Apply to Mrs. Drucker, Robell, 101-937 1555.

SECRETARIAL

MOUS LONDON HOTEL
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Need a super Sales Staff. Salary, commission. Apply to Mrs. Drucker, Robell, 101-937 1555.

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In friendly, modern office. Salary, commission. Apply to Mrs. Drucker, Robell, 101-937 1555.

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Director's Secretary

W.1 c. £3,000 p.a.

The Technical Director of Thomson North Sea Ltd. and his two executives require an audio secretary to join a small close-knit team in this new position. The company holds the Thomson interests in a consortium developing two commercial oil fields in the North Sea. You will probably be in your early twenties, with an 'O' level education, and good audio typing speeds. An ability to communicate effectively is essential and previous experience in a technical environment would be an advantage. We are confident that the right person will find the atmosphere stimulating and the work interesting. Salary circa £3,000 p.a. plus L.V.s, hours 9.30 a.m. to 5.30 p.m., 5 weeks' annual holiday. For further information please ring or write to: Mrs. J. S. Hughes c/o The Thomson Organisation Ltd. 4 Stratford Place, London W1A 4YG. Tel. 01-492 0321

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A young, energetic, and versatile Secretary to assist Director and Executive in all aspects of their work. £3,000 p.a. plus fringe benefits. Please contact: Stephanie Maxwell on 935 4426.

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Business profits £10,000 p.a. (after realistic management salaries and car expenses).

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Businesses £20,000 plus stock at agreed valuation.
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Public Company desires to expand its provincial chain of Casinos. Owners of licensed premises or with licence applications pending in England and Wales are invited to write in confidence to:

The Managing Director
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Interplanetary Fantasy Film Studios

wishes to announce the filming of "Honesty Pays" and "The Way of the Cross" in London.

Anyone interested in exchanging ideas or participating in these productions is invited to telephone

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No capital is required.

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Modern, freehold investment

comprising 5 lock-up shops, 3

currently producing £7,250

p.a. with excellent potential

by 1980 to reach £10,000. Ex-

cellent opportunity.

PRICE £22,500

Apply to agents

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Alpha prospects for BETA

Office equipment suppliers do not deal in swings and roundabouts, but a lot of their business is dependent upon them. Their stock-in-trade can be anything from a paperclip to a computer, taking in intermediate shapes and sizes from pocket calculators to suites of furniture along the way.

Depending upon what is being made and sold and when, there are always some suppliers who, unlike many other business people, count not put their hands on their hearts and say that every-thing government does is for the worse.

It is an industry the value of whose annual sales is estimated at £1,200m a year, and the suppliers within it range from huge multinationals to jobbing printers who may happen to make filing binders.

Elsewhere in commerce and industry the complexities of VAT are driving some small traders out of business, and increasing the administration costs of office suppliers. Office suppliers have recouped such losses many times over in selling calculators to small businesses, as well as calculators and computers to larger concerns.

High office rents in the cities hurt suppliers, but help them to persuade other firms to consider buying equipment that speeds up or cuts out the amount of paper that has to be processed or stored.

At the moment, the manufacturers and the import concessionaires in the Business Equipment Trade Association are looking forward to their International Business Show in October. This is the trade's biggest annual event, and this year it will be the most hectic. BETA started just after the First World War.

Formerly the Business Efficiency Exhibition, the event has been held at

Olympia up to now. This year, however, the show has been renamed and staged at Birmingham's new National Exhibition Centre.

By October of last year, the response from exhibitors had been such that BETA was obliged to hire a second exhibition hall at the NEC, increasing the floor space by 15,000 sq metres to 40,000 sq metres.

The reason for the demand is partly because suppliers need to sell harder while the economy is so rocky, but more particularly because they are more willing to exhibit the larger and up-to-date NEC, according to BETA director-general Mr Richard Harrington.

Mr Harrington's colleague, Mr Roy D'Urban, is BETA's director of exhibitions, and is involved in a number of other events this year, among them an overseas programme that should help with exports.

He has been helping to send abroad about 10 export groups a year for the past eight years. In 1977, for example, there will be three groups exhibiting in the United States, showing computer peripherals and micro-film products in Dallas, and general office goods in Chicago.

Mr D'Urban says that these exhibition forays, which qualify for financial help from the Department of Trade, have helped to turn many small-to-medium firms towards exporting.

Although nobody least of all BETA is very clear what British export performance is in office supplies and equipment, the feeling is that we are a net importer, although not seriously so. Mr D'Urban detects no slackening of interest in exhibiting overseas now that there are so many problems at home, particularly since such shows are usually set up at least 18 months before the date.

This, together with the price competitiveness of

British-made equipment since the "floating" pound sank, leaves Mr D'Urban confident that export performance will be good this year.

Mr Harrington says that he sees prospects in the home market as "slow", particularly because of the reductions in spending by the largest single customer—government—whether central or local.

He says that the office furniture suppliers would be the part of the industry first affected as Civil Service and local authority departments try both to make existing furniture last longer and to cut down on staff.

In line with the industry's swings-and-roundabouts style of life, business could look up during the year for suppliers of labour-saving equipment such as automatic typewriters or dictation and mailing equipment.

"These days," Mr Harrington explained, "it can be difficult to attract suitable staff, and through legislation like the Employment Protection Act difficult to fire unsuitable staff. You therefore give them better tools to work with."

BETA and its members are not the only people who see scope in the British market this year. Between February 9 and 11, for example, the United States government is backing an exhibition of automated business equipment at the United States Trade Centre—of course they prefer to style it—in London.

There are exhibitors in this country, but there are also a number of new boys looking for distributors in this country and elsewhere in the western Europe. These include firms making copiers, down to one-time-carbons with typing sheets attached.

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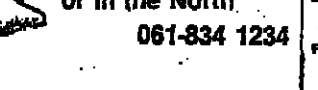
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